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Reagan Wants Foreign Policy Consensus

He Says Congressional 'Second-Guessing' Undermined the U.S. in Lebanon

By Lou Cannon
Washington Post Service

WASHINGTON — President Ronald Reagan called Friday for restoration of a bipartisan U.S. foreign policy "stopping at the water's edge." At the same time, he blamed Congress for undercutting his policies in Lebanon.

"I believe that once we established bipartisan agreement on our course in Lebanon, the subsequent second-guessing about whether to keep our men there severely undermined our policy," Mr. Reagan said in a speech to the Georgetown Center for Strategic and International Studies.

"It hindered the ability of our diplomats to negotiate, encouraged more intransigence from the Syrians and prolonged the violence."

[Democrats responded Friday by saying that Mr. Reagan's accusations were outrageous and called him an "election-year convert"]

to a bipartisan foreign policy. United Press International reported from Washington.

[Senator Edward M. Kennedy, Democrat of Massachusetts, called him "the most dangerous president of the nuclear age." Representative Thomas P. O'Neill, Democrat of Massachusetts and speaker of the House, said "President Reagan has no credibility on Lebanon and no credibility on bipartisan foreign policy."]

Mr. Reagan's dual approach to bipartisanship came during an address that administration officials said was intended to serve as a benchmark for foreign and defense policies in this election year.

Mr. Reagan's attack on Congress for criticizing White House policies in Lebanon and Central America surfaced sharply Wednesday at a news conference. It drew an angry response from Democratic political leaders.



The administration is now seeking additional military and economic aid for El Salvador and other Central American nations. Mr. Reagan said in his speech that "congressional wavering" on this issue "can only encourage the enemies of democracy who are determined to wear us out."

The president contended that Congress had assumed greater responsibility for foreign policy after the Vietnam War but had failed to develop "capacities for coherent, responsible action" to carry out a policy.

"Unfortunately, many in the Congress seem to believe they are still in the troubled Vietnam era, with their only task to be vocal critics, not responsible partners in developing positive, practical programs to solve real problems," Mr. Reagan said.

In a sweeping review of U.S. policy aims, Mr. Reagan outlined the goals and challenges he said faced the United States during the 1980s. The goals are "a safer world, and a world in which individual rights can be respected and precious values may flourish."

But Mr. Reagan said that these objectives had to be guided by the difficult realities of a troubled world.

"The world is not as we wish it would be," he said. "Reality is often harsh. We will not make it less so if we do not first see it for what it is."

Though the president avoided the anti-Soviet rhetoric that at times has characterized his comments, he made it clear that his view of the Soviet Union remained unchanged. He criticized the Soviet Union for walking out of the nuclear arms control negotiations in Geneva, for its military buildup, for its intervention in Afghanistan and for increased support of "terrorism, insurgency and aggression."

In a preview of what is expected to be a central message of his reelection campaign, Mr. Reagan claimed credit for making America "safer and more secure" by restoring both its military capacity and its sense of purpose.

"Gone are the days when the United States was perceived as a rudderless superpower, a helpless hostage to world events," the president said. "American leadership is back. Peace through strength is not a slogan, it's a fact of life — and we will not return to the days of handwringing, defeatism, decline and despair."

Mr. Reagan also claimed credit for the U.S. economic recovery and for building stronger relationships with the nation's NATO allies. He said that U.S. efforts in Central America and southern Africa were aimed at bolstering self-government and reducing foreign military influence.

COMMUNICATING — President Ronald Reagan greets his daughter, Maureen, at a lunch given by the Women Business Owners of New York. Both addressed the group, and Mr. Reagan said his daughter, a Republican campaign consultant, has been giving him advice "on something she understands very well, how to communicate to women." He also said he had been "frustrated" over charges that he is not concerned about women's issues.

Argentina Moves to Curb Wage Raises

In Apparent Shift of Stance With IMF

By Jackson Diehl
Washington Post Service

BUENOS AIRES — Argentina's center-left government, faced with a new increase in inflation, has moved to restrict monthly wage increases and has given indications that it would accept other stabilization measures sought by banks and the International Monetary Fund.

The actions by the government of President Raul Alfonsin were interpreted by diplomats and financial analysts Friday as a softening of Argentina's previous insistence that it would not carry out austerity measures to stabilize its economy and win refinancing of its \$43-billion debt.

At a press conference Thursday night, Economy Minister Bernardo Grinspun announced that monthly wage adjustments for state employees would be limited to the government's target rate for inflation, and would not be corrected every month to reflect actual price increases.

Inflation in March, Mr. Grinspun said, had reached 20.3 percent, 9 percentage points over the government target. In April, he said, wages would be increased only by 13 percent, regardless of whether inflation were higher.

In the past, the government has ordered a wage "readjustment" at the end of every month to compensate for the difference between its target wage increase and inflation. Mr. Grinspun said that the readjustment would now be made only once every three months.

Experts in Buenos Aires said the new policy suggested that Mr. Alfonsin's government would be willing to subordinate worker's wages in the battle against the inflation rate, the highest in the world. In the first three months of 1984, prices rose 58.3 percent.

At the same time, analysts said the measure could create serious political difficulties for Mr. Alfonsin, who has repeatedly promised to reactivate the economy and raise real wages by 8 percent this year. Mr. Grinspun said Thursday that salaries had increased by 3 percent in real terms so far this year, contributing to the inflationary surge.

"It's a real beginning," a diplomat said of the government's measures. However, he added: "I think government officials have got themselves locked in by their own rhetoric. I'm not sure they can get out — but they have to."

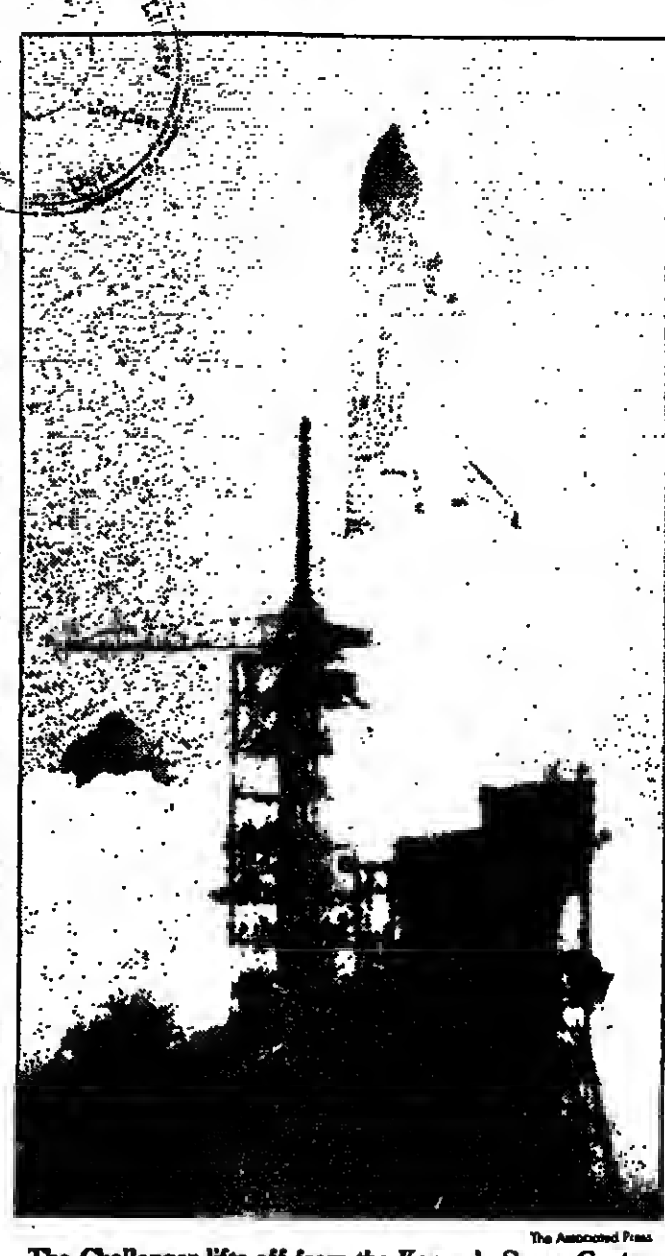
Argentina is facing a deadline of June 30 to reach agreement with banks over rescheduling of up to \$20 billion of its debt. As a preliminary step, it is now negotiating new loans and a stabilization plan with the IMF.

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The Challenger lifts off from the Kennedy Space Center.

Space Shuttle Launched For Satellite Repairs

Compiled by Our Staff From Dispatches

CAPE CANAVERAL, Florida — The space shuttle Challenger and its crew of five men streaked into orbit Friday on a six-day mission that is to perform the first satellite repairs ever made in space.

The shuttle's main engines fired three seconds longer than usual at launch to climb to 290 miles (468 kilometers), 76 miles higher than the highest altitude previously reached by a shuttle.

This extra boost was required to catch the Solar Max satellite, an advanced solar observatory that is wobbling through space like a slow-motion top because its guidance mechanism failed more than three years ago.

A successful demonstration that shuttle astronauts can retrieve and fix satellites would mean that many satellites could be designed to be repaired, updated and refueled in orbit instead of being discarded.

The repair mission is to begin Sunday, with the following scenario:

Challenger catches up with Solar Max and "parks" about 300 feet (91 meters) away. Two astronauts, wearing space suits, enter the open cargo bay. One dons a jet-powered backpack, flies un tethered to the satellite and stabilizes it. The shuttle moves in close and the other astronaut locks the end of the shuttle's 50-foot robot arm onto Solar Max and lowers it into the bay, where repairs begin.

On Tuesday, the two astronauts take a second space walk to complete repairs. On Wednesday, engineers on Earth check Solar Max. If something is amiss, the satellite will be berthed in the cargo bay and returned to the ground for repair. If everything works, the astronauts use the robot arm to redeploy the payload into a separate orbit.

The repair is costing the National Aeronautics and Space Administration about \$55 million. The satellite, which cost \$77 million when it was launched four years ago, would cost \$235 million to replace.

The astronauts' other major task takes place on Saturday, when they are to use the shuttle's arm to place into orbit a rack carrying 57 science, technology and materials experiments that will operate in space until another shuttle crew recaptures the payload and returns it to Earth 10 months from now.

Captain Robert L. Crippen, the first astronaut to make three shuttle flights, reported after reaching orbit on Friday that "the view from here is as spectacular as ever."

The other members of the Challenger's five-man crew were in space for the first time. They are Dr. George D. Nelson, Dr. James D. van Hoften, Terry J. Hart and the mission's other pilot, Francis R. Scobee.

Challenger's return to Earth, at Cape Canaveral, is scheduled for Thursday.

The six-day shuttle flight, scheduled to end with a landing on the Kennedy Space Center runway next Thursday morning, puts a record 11 people in space at the same time, including five Russians and one Indian who are traveling on the Soviet Union's Salyut 7 space station.

Polish Dispute On Crucifixes Reported Settled

Compiled by Our Staff From Dispatches

WARSAW — Communist authorities and the Roman Catholic Church have reached a compromise in Poland's dispute over crucifixes in schools, a government spokesman said Friday, as a broad-and-water fast spread among clergymen.

There was no immediate confirmation from church authorities, but the Rev. Ryszard Domanski, headmaster of the vocational school at Mielno where the dispute began, said: "A solution has been worked out that is suitable for all sides."

He said crucifixes would again be permitted in dormitories and in the main school library. Slawomir Grzegorek, a spokesman for the government in Siedlce, the regional administrative center, said crosses would not be restored in seven lecture halls at the school.

Both men said the government would drop a demand that students at Stanislaw Staszic agricultural high school at Mielno near Garwolin, 40 miles (70 kilometers) south of Warsaw, sign a pledge accepting removal of the crucifixes.

They said there would be no reprisals against students who had held a sit-down strike March 7, closing the school temporarily.

Both said students who had been boycotting classes at the agricultural school would be readmitted Monday.

A source close to the church told The Associated Press that more than 450 priests have joined a bread-and-water fast by Bishop Jan Mazur to protest the removal of crucifixes from the school.

"Mazur's fast was totally unexpected by both the government and the church," the source said. "It is not a question of whether Mazur lives or dies, but he has been joined in his fast by 450 priests all over Poland. The church is very worried that young people all over Poland will join the fast."

The source said high school students in nine cities — Warsaw, Krakow, Gdansk, Wroclaw, Poznan, Torun, Siedlce, Lublin and Szczecin — have demonstrated their support for Bishop Mazur, mostly by signing petitions and wearing crucifixes.

Mr. Grzegorek, the government spokesman in Siedlce, told The Associated Press, "We will respect the school on Monday with all pupils and teachers who want it. There will be no declarations required at the school. There will be no reprisals against students or teachers."

Fifty of the school's 600 students signed the declaration accepting removal of the crucifixes, Mr. Grzegorek said.

A spokesman for the church refused to comment on the report, but Solidarity said the church had refused to accept the government demands.

Church sources told United Press International on Friday that the government had suffered a setback when the church refused to accept the government conditions, which were attached to a long-standing plan to give the church full legal status and recognition.

State-run television Thursday broadcast a program that compared the tolerance of religion in Polish schools with the situation in the United States. The program said that President Ronald Reagan was recently unsuccessful in introducing compulsory prayer in schools in the United States.

gorek said, and 250 attended class Friday.

A priest involved in the dispute, the Rev. Slawomir Zarski, said Bishop Mazur would announce the details of the agreement at an afternoon Mass in Garwolin.

"The bishop will reveal something that will end the conflict," he said.

Bishop Mazur, 63, whose diocese includes Mielno, declared March 27 that he would take only bread and water until the dispute was resolved.

Government officials had said that crucifixes had no place in state-owned buildings.

The students were backed by 80 bishops, who declared that crosses should be placed where believers want them. About 90 percent of Poland's 36.7 million people are Roman Catholics.

On Friday, the outlawed Solidarity trade union said Thursday in an underground newspaper that the Communist regime is demanding that files be kept on devout teachers and that the church end instruction to children under 7.

The newspaper said authorities had ordered school directors in the towns of Lublin and Torun to keep files on "ostentatiously believing" teachers and to answer questionnaires on whether teachers attended Mass.

The union said that at a meeting between the government and the Roman Catholic episcopate March 26, the government asked the church to end religious instruction to children under 7 and had demanded that all participants in pilgrimages register with the authorities.

A spokesman for the church refused to comment on the report, but Solidarity said the church had refused to accept the government demands.

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U.S. to Lease 4 Missiles to Saudis

Stingers Will Be Used to Defend King Fahd's New Yacht

By Bernard Gwertzman
New York Times Service

WASHINGTON — The Reagan administration, which last month canceled plans to sell Saudi Arabia 1,400 Stinger anti-aircraft missiles, has agreed to lease the Saudis four of the weapons to protect King Fahd's new yacht, according to administration officials.

The leasing project is regarded as very delicate by the administration, which does not want to further buttress relations with the Saudis. Relations are already strained over the abrupt suspension of the Stinger sale to Saudi Arabia and Jordan in the face of overwhelming congressional criticism. The missile can be fired by one soldier from a shoulder-held launcher.

A State Department official, when asked about the unpublishable plan to lease a few Stingers, said that "there is an agreement in principle, in response to an urgent Saudi request, to lease a small number of Stingers for a limited period of time — less than six months — to provide special, sensitive, protective services for the Saudis."

The official said that when the lease expired, the Stingers would be returned to the United States.

Another administration official said that the Stingers were for King Fahd's new yacht, known as Abdul Aziz, which is currently being built in Britain. The plan, the official said, is for the yacht to sail through the Mediterranean and the Suez Canal to Jeddah, the Saudi capital on the Red Sea, where King Fahd will use it for cruises.

The idea for leasing the Stingers apparently arose when the Saudis noted that U.S. Navy ships in the Mediterranean were being armed during the Lebanon crisis with Stingers to protect them against



King Fahd

attack by suicide planes. There had been reports that Iran was training pilots for such missions.

The cost of the six-month lease was reported by one official to be "in the neighborhood" of \$50,000.

According to State Department officials, the United States will train a few Saudis in the use of the Stingers. A single Stinger costs about \$90,000, according to the Pentagon.

There is no legal obligation to notify Congress about the lease arrangement, a State Department official said, since the amounts involved are so small.

The Stinger, the most advanced U.S. shoulder-fired anti-aircraft missile, has not been supplied to any country in the Middle East. Many members of Congress objected to plans to sell Jordan 1,600 of the missiles and Saudi Arabia

Cameroon Palace Guard Said to Attempt a Coup

The Associated Press

ABIDJAN, Ivory Coast — A group of presidential palace guards in Cameroon apparently tried to seize power Friday, diplomatic sources here said.

Earlier, shooting was reported in the Cameroon capital, Yaounde, and the nation remained cut off from the outside world.

[In Washington, the State Department said: "We understand that a group possibly composed of junior officers calling itself the Supreme Military Council has taken charge of the government."]

"[We really don't have much beyond that," John Hughes, the department's chief spokesman, said. He said that appeared to be calm after eruptions of gunfire earlier in the day.]

President Paul Biya, who has been in power since November 1982, was reported out of the capital and away from the fighting, diplomats said.

Airports in Yaounde and Douala, the country's other major city, were closed Friday and Cameroon Radio went off the air at mid-morning. The radio had broadcast martial music before it suddenly went silent.

In Paris, the newspaper Le Monde reported that Cameroon's 8,000-man army was remaining loyal to the president.

Cameroon, formerly two states administered by the French and English, is one of Africa's few officially bilingual countries. It was recently shaken by the trial and conviction in absentia of the country's first president, Ahmadou Ahidjo, on charges of plotting against Mr. Biya's government.

Mr. Ahidjo was sentenced to death Feb. 28 but Mr. Biya later commuted the sentence to a prison term.

Mr. Ahidjo was elected president after East Cameroon became independent in 1960, and served for 22 years. West Cameroon joined the republic in 1961. Mr. Ahidjo, who lives in exile in southern France, refused to say Friday whether he was associated with the reported attempt to seize power in the country of 8.4 million people.

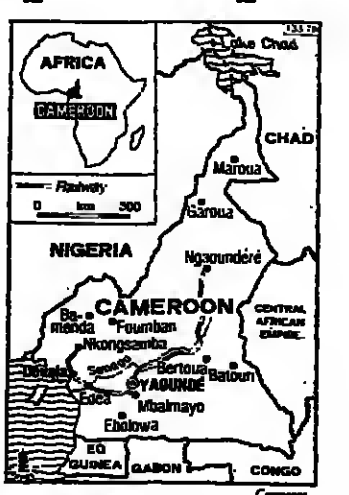
Sources in Paris, citing information from Cameroon, said that some of the palace guards apparently took up arms over a presidential order Thursday calling for the transfer of all guards who are from the northern, predominantly Moslem, part of the country.

Mr. Biya, who was elected in January to a five-year term with 99.98 percent of the vote, is a Christian from southern Cameroon.

When diplomats in Yaounde reported by telephone that gunfire was heard in the capital before dawn, fighting was apparently intense at times and continued into the day, according to other reports.

Military roadblocks were set up in some parts of the capital and a column of armored vehicles was seen heading for the presidential palace and the home of the chief of staff of Cameroon's armed forces, diplomats in Yaounde said.

Mr. Ahidjo cited health reasons when he stepped down in favor of Mr. Biya. At the time, the transition was widely hailed as a rare and encouraging example of a peaceful transfer of power in Africa.



In China, Mop-Wielding Jobs Are Rehabilitated

Servants Are Called 'Aunties' Instead of Maids and Work Is Rationalized as 'Social Labor'

By Michael Weisskopf
Washington Post Service

BEIJING — To purge the Maoist demons from Chinese society, the ruling moderates have rehabilitated everything from job bonuses to pet goldfish.

Now, the employment of domestic servants, which until recently was reviled as exploitative and bourgeois, is making a comeback, officially sanctioned, as living standards rise and family lifestyles change in the post-Mao era.

To soften the servant stigma, they are known as "aunties."

Thirty thousand maids now mop the floors of Beijing homes in what is ideologically rationalized as "social labor."

"Socializing housework is the requirement of the times and rendering housework service is the urgent wish of the masses," the Communist Party newspaper People's Daily said recently.

In China's system of hidden privilege, senior party officials have long enjoyed the luxury of maid service, even during the Cultural Revolution, when hiring others for menial labor was branded as a vestige of capitalism.

What is different today is that ordinary workers can apply for help at the new Household Service Co. and hire a maid, if they can afford it.

Few apparently can, however, for statistics show that nearly three-quarters of the maids in Beijing work in the homes of party officials. The central justification for reviving the service is to free the officials for work and study.

Most urban Chinese are virtual slaves to household chores. Lacking refrigerators, they endure long lines every day to buy food. Lacking washing machines, they clean clothes by hand. Lacking running water, they haul and boil buckets of water for cooking, drinking and bathing.

Even average party functionaries, male and female, spend four to five hours a day on such housework, almost as much time as they spend in their offices, according to a survey in Beijing.

The daily drudgery is said to threaten domestic tranquility because of disputes over who does what at home. The magazine Society recently raised the question of which working spouse should "give way" and concluded that there was no clear-cut answer.

Maids have thus become, in the words of Society, "an objective requirement of the social division of work in China at this stage."

And so young, uneducated women, mostly from China's poorest areas, are offering their domestic services for about \$15 a month plus room and board.

Although the official press cites all the practical reasons for hiring maids, it has published long explanations defending the ideological merit of the concept. The justifications are apparently aimed at wary Maoists.

Today's "aunties," far from being exploited, are said to enjoy unusual rights in the families they serve, coming and going as they like and even eating meals with their employers.

Some of them have left home not only to earn a living, according to Economic Daily, but to "enrich their experience of urban life."

People's Daily said maids should have a "sense of pride in serving socialism" and offered the opinion that "the relationship between home helpers and their employers is a new type of social division of labor."

All this ideological posturing has left some Chinese confused while reviving a joke that is considered apropos of the new housemaid boom.

"Under capitalism, man exploits man," goes the joke. "In a socialist system, it is just the opposite."

U.S. House Passes 3-Year Plan To Cut Deficit by \$182 Billion

Compiled by Our Staff From Dispatches

WASHINGTON — The House of Representatives has approved a plan to reduce federal budget deficits by \$182 billion over the next three years. The amount of the reduction is nearly double that proposed by President Ronald Reagan in his State of the Union address two months ago.

The House vote of 250-168 on Thursday was the first action to reduce deficits this year by either house. The representatives approved a plan drafted by the Democratic leadership after rejecting seven alternative plans over two days, including a \$105-billion alternative sponsored by House Republican leaders.

Twenty-one Republicans joined the Democrats in passing the deficit-reduction measure, while 29 Democrats voted no. The Republican leaders' plan was rejected 311-107.

Both plans offered by party leaders contained tax increases of about \$50 billion through 1987, but the Democratic proposal would cut about twice as much from the defense budget and one-sixth as much from domestic programs as the Republicans had wanted.

Under the label "pay as you go," the Democratic plan would require that spending on the military and social welfare that exceeds the rate of inflation is to be financed by tax increases. Democrats praised the concept as a symbol of fiscal responsibility and Republicans derided it as gimmicky.

The Senate is to consider a \$150-

hundred deficit-reduction plan worked out last month between leaders of its Republican majority and the White House.

It was not clear Thursday whether the Senate leaders could win passage of their deficit-reduction package next week, before Congress begins a scheduled 10-day Easter recess.

Senator Howard H. Baker Jr. of Tennessee, the Republican leader, reached agreement Thursday with Democrats on a compromise that will let the Budget Committee begin studying a budget next week, while allowing the full Senate to start consideration of a \$50-billion tax bill that would eventually be incorporated into the budget.

Even after Senate action on a deficit-reduction plan, differences between the two houses' versions would have to be resolved in a conference committee that will need Mr. Reagan's signature.

But the relatively swift, smooth House action increases chances for congressional action to reduce deficits in this election year.

Even with passage of such legislation, the deficits would remain high. They are estimated at \$530 billion over the next three years. The legislation the House passed Thursday was a \$918.5-billion budget resolution for next year. Next, the House will consider legislation to enact the tax increases and spending cuts to bring about the \$182 billion in reductions.

One element of the plan passed earlier by the House won the approval of the Senate on Thursday

and was sent to Mr. Reagan. This was an \$8.2-billion package of spending cuts through 1987, including \$3 billion from delaying cost-of-living increases for civilian and military retirees from June to January and \$4.3 billion from limiting raises for federal employees to 3.5 percent in the next two years.

Before acting on the Democratic and Republican leadership plans, the House rejected seven other alternatives. They included:

- A Congressional Black Caucus proposal, rejected 333-76, that would have produced the biggest deficit reduction of all, \$324 billion, by deep cuts in defense spending and large tax increases for upper-income people.

- A plan from the Democratic Study Group, which failed 284-132, that proposed deficit reductions of \$262 billion, including deeper defense cuts and more tax increases than the main Democratic plan.

After the vote on the Democratic plan, Thomas P. O'Neill Jr., a Democrat of Massachusetts who is speaker of the House, said, "We protected the safety net. We strengthened defense. We controlled spending across the board. We ratified 'pay as you go.' We cut the Reagan deficit."

But Representative Robert H. Michel of Illinois, the leader of the minority Republicans, said the plan should be called "pay as you go" because after the cuts in military spending all that would be left to defend the country would be "the power of prayer."

(WP, NYT, UPI)



FRENCH RALLY — About 500 farmers set fire to tires and carried banners Friday in Dijon to protest limits on European Community milk production. The curbs were approved last Saturday in Brussels, as part of a 1-percent reduction in EC farm prices.

U.S., Alleging Soviet 'Politicization,' Threatens to Leave UN Space Panel

By Iain Guest
International Herald Tribune

GENEVA — The United States threatened Friday to withdraw from the United Nations committee on space, to protest what it terms the committee's "politicization" by the Soviet Union and developing countries.

The warning was given three

months after the United States, citing similar reasons, said it would leave the UN Educational, Scientific and Cultural Organization at the end of this year.

The threat to the space organization, the Committee on the Peaceful Uses of Outer Space, was issued at a meeting of the committee's legal group, which finished three weeks of discussions Friday.

Delegates said that any U.S. decision to withdraw from the space committee would probably be announced at the end of the year.

"We fear that the committee may have launched upon an agenda of confrontation, politicization, and infidelity," said Ted Borek, a U.S. delegate to the committee.

Other Western delegates expressed alarm at the possibility of a U.S. withdrawal. A European delegate said that the absence of one of the two major space powers would deprive the committee of much of its relevance.

The committee negotiated the 1967 Outer Space Convention, in which military use of the moon and use in space of weapons of "mass destruction" were outlawed.

Conference sources said, the committee is deadlocked on the issues:

- The data collected by satellites. Developing countries are insisting on a guarantee of access to satellite photographs and data taken of their own territory. Western countries are unwilling to offer such a guarantee.

- Nuclear-powered satellites. After a Soviet satellite stopped working and fell on Canadian territory in 1978, Western states and developing countries have urged the Russians to agree to a better system of notification in case of malfunction, without success.

- The geostationary orbit belt, the area of the atmosphere that runs 22,300 miles (35,700 kilometers) directly above the Equator and is used for satellites. Several countries that straddle the Equator, led by Colombia and Ecuador, have expressed fears about congestion in the belt, and are claiming sovereignty over portions of it.

Western countries argue that the problem is primarily one of congested radio frequencies, and that it should be handled by the International Telecommunications Union. But Kenya and Indonesia joined Colombia and Ecuador at the legal panel's session that ended Friday.

- The delimitation of outer space. The Russians have suggested a frontier extending 67 miles above their territory, over which they would have jurisdiction. The United States is concerned that this could interfere with the path of its space shuttle. Others oppose such a border for a variety of reasons.

- Arms control. The Soviet Union and developing countries want the committee to debate the arms buildup in outer space. The United States replies that this is being handled by a group of the Conference on Disarmament.

WORLD BRIEFS

West German Labor Talks Collapse

FRANKFURT (Reuters) — Crucial talks between employers and West Germany's biggest trade union collapsed Friday night, and labor leaders said an all-out strike in support of a shorter working week was likely.

Hans Mayr, head of IGM Metall, the 2.7-million-member metalworkers' union, said that neither side had come any nearer to reconciling their differences over cutting five hours of the present 40-hour working week. He said his union had rejected an offer of a 3.3-percent wage increase in return for dropping demands for the shorter week.

After months of fruitless negotiations, Mr. Mayr had recently said that the top-level talks were the last chance to avoid a national strike in the metalworking industry, which covers such key sectors of the export-oriented West German economy as steel, engineering and automobiles.

Meanwhile, Erwin Ferlemann, leader of the 165,000-strong print union Igdruk und Papier said his executive board had decided to call an early ballot in selected workplaces on strike action over the working hours issue. More than 100,000 employees held token stoppages again Friday, as they did Thursday, to try and influence the negotiations.

Arens Criticizes Egyptians on Sinai

TEL AVIV (NYT) — Defense Minister Moshe Arens said Friday that Egypt was building an infrastructure in Sinai for an entire field army although its peace treaty with Israel limits it to one division.

Interviewed on Israel radio, Mr. Arens said this would give Egypt the option to deploy quickly a much greater force in Sinai than the treaty permitted. He conceded that the military annex to the 1979 peace treaty had not defined what infrastructure Egypt was allowed to build on the east bank of the Suez Canal but the treaty had clearly stated it could not deploy more than one division. A field army includes four divisions, he said.

Mr. Arens, who as a member of the Knesset in 1979 had opposed the peace treaty, said Israel hoped that true, honest, stable and long-term peaceful relations could be developed with Egypt.

Ulster to Study U.K. Border Violation

BELFAST (Reuters) — Northern Ireland's police chief has ordered a full inquiry into allegations that a police undercover unit crossed the Irish Republic's border during anti-gerrilla operations.

The British government has apologized for "apparent" border violations and stressed that the incursions had not been authorized. The allegations were made by a police officer, Constable John Robinson, who was acquitted earlier this week of killing one of two Irish guerrillas shot to death by the police in 1982.

Ireland's prime minister, Garret FitzGerald, called in the British ambassador Thursday to discuss "a very serious departure from normal rules of inter-state conduct." Ambassador John Goodson apologized, saying the police were instructed not to cross the border.

Rebels to Leave Mozambique Bases

LUSAKA, Zambia — Rebels fighting the government of South Africa will leave their bases in Mozambique because of a nonaggression pact signed last month between the two countries, a statement from the guerrillas said.

The statement from the African National Congress, issued Thursday in Lusaka, said the resistance group would seek "residences in other countries." ANC officials are trying to get diplomatic status in Mozambique, the statement said. The group, fighting to overthrow South Africa's white minority-ruled regime, has claimed responsibility for dozens of sabotage attacks in the country in the past five years.

Prime Minister Pieter W. Botha of South Africa and President Samora Machel of Mozambique signed an agreement March 16 that forbids either country to allow groups hostile to the other to operate from its territory.

Gandhi, Citing Unrest, Shortens Trip

NEW DELHI (UPI) — Prime Minister Indira Gandhi, on the eve of a trip to Libya and Tunisia, announced Friday that she would eliminate planned visits to Egypt and Algeria and instead return home after three days instead of six to help deal with the violence in Punjab state.

Meanwhile, Sikh gunmen wounded two persons Friday in Punjab, where militants are seeking more autonomy for the Sikh religious sect. Mrs. Gandhi appealed for an end to the religious clashes in Punjab, where more than 125 people have been slain in two months. India's government widened its detention powers Thursday in the state.

Mrs. Gandhi's statements came as the militant Sikh Dismish Regiment, which claimed responsibility for killing a Hindu member of Parliament Tuesday, threatened in a letter to assassinate her son, Rajiv, 39. A Home Ministry spokesman said that police increased security for Rajiv Gandhi, who is a member of Parliament and is general secretary of the ruling Congress-I Party.

For the Record

The governor of Hong Kong, Sir Edward Youde, met with Prime Minister Margaret Thatcher of Britain and Foreign Secretary Sir Geoffrey Howe in London on Friday to review talks with China about the colony's future. Hong Kong is a British colony effectively leased from China by an arrangement that expires in 1997. (UPI)

Lansana Conté, an army colonel, has officially been named the new leader of Guinea along with a 41-member government dominated by the military, after the coup earlier this week. (NYT)

The U.S. Senate has approved the nomination of Donald Engen, 59, to be head of the Federal Aviation Administration. Mr. Engen, who is currently a member of the National Transportation Safety Board, succeeds J. Lynn Helms, who resigned after questions were raised about his business activities. (UPI)

A judge in Newark, New Jersey, has dismissed a lawsuit by the widow of Richard Hauptmann, who contended that her husband was wrongfully executed for murdering the infant son of the aviator Charles Lindbergh in 1932. Anna Hauptmann, 85, sought to overturn her husband's conviction, asserting that he was the victim of a conspiracy and was wrongfully convicted and executed in 1936. In dismissing the suit, the judge said that Mrs. Hauptmann's claims were known at the time of her husband's trial. (Reuters)

Egyptian military forces completed five days of maneuvers Thursday near the Libyan border, the official Middle East News Agency reported. The two nations fought a brief border war in 1977. (AP)

Correction

The Associated Press, in an article in Friday's editions of the International Herald Tribune, erroneously quoted U.S. Admiral Wesley L. McDonald, allied commander in the Atlantic, as citing communications problems and technical deficiencies among Western navies observing Soviet naval exercises. The Associated Press said Friday that its reporter had misunderstood Admiral McDonald's statements and had provided incorrect quotes.

Vatican-Czech Relations Worsen After Meeting

By Henry Kamm
New York Times Service

ROME — Hopes for the establishment of friendly relations between the Vatican and Czechoslovakia were set back during a meeting in Czechoslovakia last month, according to a senior Vatican diplomat.

After the meeting, the Communist Party newspaper Tribuna in Prague published an unusually strong criticism of Pope John Paul II, the diplomat said Thursday. The weekly paper, which represents the party wing closest to Moscow, called John Paul "the most reactionary pope of this century."

The Vatican took the unusual step of responding with an unsigned editorial in the March 31 issue of L'Osservatore Romano, the Vatican newspaper, calling the criticism "not only absurd and trumped up, but also gravely insulting."

According to the Vatican diplomat, the Tribuna article appeared after papal officials had urged Foreign Minister Bohuslav Choupek of Czechoslovakia to put a stop to such articles about the pope.

The exchange of polemics followed a visit to Czechoslovakia from Feb. 29 to March 3 by Archbishop Luigi Poggi, the Vatican's principal envoy to the Communist

countries. The visit marked a resumption of meetings that became deadlocked in 1980 after years of negotiations.

High hopes were attached to Archbishop Poggi's visit because it followed a meeting in December between John Paul and Mr. Choupek, the first encounter between a pope and a Czechoslovak cabinet minister. However, the Vatican diplomat said, the archbishop was told even before his arrival in Prague that the meetings would be only "consultative," with no real negotiation in view.

To prevent any contact with the Czechoslovak church hierarchy, Archbishop Poggi found himself taken to a country villa 50 miles (81 kilometers) from Prague, where he conferred for three days with Vladimir Janku, head of the Czechoslovak government's Secretariat for Church Affairs.

The Czechoslovaks are demanding that the Vatican retreat from its decree of 1982, which forbade priests to join certain political organizations. A principal target of the decree was Paces in Texas, which the Czechoslovak government calls a group devoted to the cause of peace but which the Vatican deems an organization designed to alienate the clergy from direction by Rome.

Paris Police Turmoil Hurts Socialists

Defferre Assailed for Detective's Removal and Ban on Press

By John Vinocur
New York Times Service

PARIS — When an official document asserted that the Paris police force was no longer handling all its tasks effectively, Interior Minister Gaston Defferre could hardly deny its existence or contents. Instead, he ordered the removal of the chief of Paris detectives.

Then Mr. Defferre, who is responsible for French law enforcement, took another but slightly less orthodox step last week. Condemning leaks and liars, he closed down the 80-year-old press room at 36 Quai des Orfèvres, the very real detective headquarters where Georges Simenon, over the last five decades, has sent his fictional Inspector Maigret to draw on his pipe and ponder human frailty.

Suddenly, when the government would like to concentrate its energies on explaining new policies, cutting back the work force in basic industries, it faced an additional public controversy in an area where it had almost no support.

Not only did police unions protest the transfer of the detective

chief, Jacques Gentil, whose office was accused of being the source of several leaks, but a group of judges said he was the victim of an unjustified political decision. When the press room was ordered shut a few days later, Communist-led trade unions joined in the protest and the Socialist government found itself the object of some of the hardest, most cutting editorials of its nearly three years in power.

A dominant suggestion was that the government blundered and that Mr. Defferre, a senior cabinet minister, had lost full control of the police while winning the complete enmity of the press. The political outcry was such that it subordinated statistics showing that crime grew nationally at a rate of 18.1 percent in 1982 and 4.4 percent last year, while Mr. Gentil's office was performing with considerable effectiveness in holding down the rate.

Le Monde, a newspaper that has given broad support to Socialist policies, said that "an undeniable economic crisis and polls that attest to its unpopularity" seemed to have pushed the government toward af-

firming its authority in a way "that brushes close to authoritarianism." In spite of what the men in power say, the newspaper asserted, they only tolerate the press on the condition that its mirror reflects the image they want.

Coming on top of the transfer of Mr. Gentil, the closing of the press room was described as a "grave error" by Claude Estier, a leading Socialist. Writing in the Socialist Party newspaper, L'Unité, he called on the government to reverse its decision immediately and let reporters return to the office and its close contacts with detectives working on terrorism and major criminal investigations.

The episode reflected the continuing, nervous relationship between the Socialist-led government and the police, a centralized, national organization, complemented by municipal forces with limited responsibilities. From its first days in power, the left made clear that it supposed much of the police had its heart with the conservative opposition.

The left's suspicions were height-



Gaston Defferre

ened last spring when there were demonstrations by police officers against what they said was the government's coddling of criminals through amnesty laws and court and prison reform. The demonstrations resulted in a shake-up in the Paris police, but also in greater direct involvement in police matters by President François Mitterrand's Elvée Palace staff.

Argentina Moves to Curb Pay Raises

(Continued from Page 1)

Latin American countries and banks agreed to a \$400-million aid package. Argentina paid the remainder through its foreign exchange holdings.

Under the terms of the agreement, the United States will supply Argentina with a \$300-million bridge loan to pay the Latin American government participants when Mr. Alfonsín's administration reaches a preliminary agreement with the IMF.

In a nationally televised speech

last Sunday, Mr. Alfonsín declared that "it should be clear to everyone that we are not prepared to face this [IMF] negotiation compromising the standard of living of the workers or maintaining our idle productive capacity."

However, a "progress report" on the IMF negotiations, which was leaked to a Buenos Aires newspaper, appeared to give an indication of how far the government might be willing to go in accepting stabilization measures.

The report was prepared last Friday by an Argentine economist, Raúl Prebisch, who is representing Mr. Alfonsín in talks with the IMF. It suggested that Argentina would agree to reduce a budget deficit estimated at 18 percent of the gross national product in the last quarter of 1983 to 6 percent by the first quarter of 1984.

The document, published in full Thursday by the morning newspaper La Prensa, also said the government would raise interest rates above inflation — they are now below price increases — and speed up currency devaluations.

It added that Argentina hoped that an aggressive attempt to increase exports, combined with reductions of imports, would produce the economic growth the government has promised.

Mr. Grinspun denied that the wage policy changes represented a shift in the government's position. He also insisted that the move "was not an imposition" by the IMF.

However, initial criticism of the move by Mr. Alfonsín's political opposition was strong. The Peronist newspaper La Voz printed its cover in black, with a headline saying, "The people are paying the debt."

Warsaw Pact Calls Ministers' Meeting

The Associated Press

PRAGUE — Foreign ministers from the seven Warsaw Pact states will meet in a regular session later this month, the Czechoslovak news agency CTK reported Friday.

It will be the first such conference since last fall, when the North Atlantic Treaty Organization began to station new U.S. intermediate-range missiles in several West European countries. The East bloc responded to the deployment by saying it would place additional missiles in East Germany and Czechoslovakia.

The ministers are also likely to discuss negotiations aimed at reducing troop levels between the two power blocs. The talks, in Vienna, were interrupted by the Warsaw Pact after the NATO deployment.

3 Die in Bos Plunge in Italy

United Press International

MILAN — A bus carrying commuters to Milan plunged 50 feet (15 meters) into a canal bed and overturned Friday, killing three passengers and injuring 34.

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AMERICAN TOPICS

Marijuana May Be No. 1 Cash Crop

Known in the trade as "green collar workers," the illegal marijuana growers in the U.S. are reaching new highs in crop production. Although no one knows for certain just how much marijuana is grown in the United States, the Washington Post's agriculture correspondent, Ward Sinclair, reports that pot may be edging out corn as the country's leading cash crop.

The National Organization for the Reform of Marijuana Laws, known as NORML, values the 1983-84 crop at \$13.9 billion, crediting as top producers California with \$2 billion worth, Hawaii with \$1.6 billion, Oregon and Kentucky with \$600 million each, and North Carolina at \$550 million.

By contrast, the Agriculture Department says U.S. farmers earned \$13.4 billion for their corn and \$12.4 billion for soybeans in 1982, the latest year for which figures are available.

Plant research, improved plant types, sophisticated indoor growing techniques and the Reagan administration's crackdown on foreign sources are all seen as factors in the growing domestic output.

And although NORML figures may be open to challenge, the Justice Department's Drug Enforcement Administration acknowledges a large-scale enforcement problem. Thomas Byrne, head of the cannabis investigation section, says the 3.8 million marijuana plants destroyed by federal, state and local agents last year may represent only 10 to 15 percent of the national crop.

"We don't dispute that a large percentage of the population uses marijuana and there is a tremendous amount grown for home consumption," he says.

Election Expenses To Top \$1 Billion

Candidates vying for the White House and for Congress will spend more than \$1 billion this year, the Federal Election Commission is telling key congressional committees.

Tracing what he calls the "explosive growth in campaign spending," a commission member, John W. McGarry, notes that total spending for presidential and congressional campaigns more than doubled from \$323.4 million in 1976 to \$692.2 million in 1980.

"If this trend continues," says Mr. McGarry, "we project that spending for the 1984 election will top \$1 billion at the federal level."

Not surprisingly, the commission contends that all that spending and campaigning means more work for its staff and ought to mean more money and better office facilities.

Mr. McGarry says that more than 52,000 reports and statements will be filed this fiscal year and next by as many as 2,300 House and Senate candidates, 4,200 political action committees, and 500 other groups.

Notes on People

George S. McGovern, who dropped out of the running for the Democratic presidential nomination last month, is to make his first appearance as the host of a network comedy show this month. On April 16, Mr.

McGovern will join a growing list of political figures who have appeared on NBC's irreverent "Saturday Night Live" among



George S. McGovern

then Senator Daniel Patrick Moynihan, Democrat of New York; Ralph Nader, the consumer advocate; and Mayor Edward I. Koch of New York.

A guest like George McGovern gives our writers something to work with that's very much out of the ordinary," says Dick Ebersol, executive producer of the 90-minute show.

Joseph F. Deamin, a deputy assistant secretary of commerce, has been nominated as the assistant secretary for international economic policy. He has been heading that Commerce Department division's staff for Africa, the Near East and South Asia.

Short Takes

St. Louis, Missouri, will allow the poor to rummage through trash containers after all, but only by day. The city had been considering a ban on scavenging, but some poor and elderly people persuaded the Board of Aldermen they needed the usable food, clothes and saleable cans they found in garbage containers.

Several candidates for the Senate seat of Paul E. Tsongas, Democrat of Massachusetts, are sorry they ever appeared on a Boston television news quiz this week. Two could not name the Israeli prime minister, Yitzhak Shamir, one could not name the Syrian president, Hafez al-Assad, and two flubbed two questions about which side the United States was supporting in Nicaragua and El Salvador.

David Bartley, former Massachusetts House speaker, missed all the questions; he said they would have been more appropriate for a secretary of state than a candidate for senator.

Child-resistant caps on medicines and many household chemicals have cut accidental poisoning deaths among children by 66 percent, according to the Consumer Product Safety Commission. The hard-to-open caps also reduced the number of children treated in hospital emergency rooms after accidentally swallowing poison from 150,000 in 1975 to 30,000 last year. The child poisoning death toll was down from 216 in 1972 to 74 in 1980, the latest year for which figures were available, the commission said.

The U.S. tour of the British rock star Boy George and his group, Culture Club, has touched off a rash of Boy George look-alike contests in at least nine U.S. cities. Winners already have been picked in Detroit; Bloomington, Indiana; College Park, Maryland; and Gainesville, Florida, and contests are under way in Atlanta, Boston, Indianapolis, Miami and Washington.

Sexual Abuse of Children Causes Growing Alarm in the U.S.

By Robert Lindsey

New York Times Service

NEW YORK — Law enforcement and medical authorities are increasingly alarmed about sexual abuse of children, often for commercial purposes. The problem was widely publicized when the operators of an exclusive preschool nursery in Manhattan Beach, California, were arrested on charges of sexually molesting 18 children. Police officials and social workers interviewed this week asserted that the case was part of a national phenomenon.

"In what you see happening around the country, you know something alarming is going on," said Robert O. Heck, a Justice Department specialist on crimes committed against children. "But the magnitude is unknown."

Dr. Mary Rimsza of the University of Arizona told members of the American Academy of Pediatrics in Phoenix last week that her research indicated that roughly one child in five is sexually abused.

Experts say that changing social patterns, especially

the rise in the numbers of single working mothers and working couples, may have put more children at risk of abuse.

Millions of children must be cared for outside their homes, and while the vast majority of day care centers and preschool nurseries are believed to operate responsibly, investigators assert that they are being used increasingly by child pornographers and by those who desire sexual relations with children.

Those interviewed emphasized that it was impossible to determine conclusively how widespread sexual abuse was, or that there was more sexual abuse of children now than there was a decade or a century ago.

Medical specialists like Dr. Rimsza, a pediatrician, point out that no data are available for making such comparisons scientifically and that the greater number of reports of such abuse now may merely reflect greater awareness of the problem.

After charges were brought against people connected with the Virginia McMartin preschool, for example, the authorities in other southern California areas

announced that three more nursery schools were under investigation for possible sexual abuse of children.

Nevertheless, police officials and some social workers say the evidence they do have supports their subjective belief that an increase has occurred.

According to a report last year by the Justice Department's Office of Juvenile Justice, more than 1.5 million Americans under the age of 16 were then involved in prostitution or child pornography, and thousands of unsolved murders of children each year appeared related to their having been caught up in the commercial sexual marketplace.

Medical researchers at the University of California at Los Angeles reported last year that they were detecting an alarming number of cases of venereal disease of the throat and anus in children less than 5 years old.

Research has shown that sexual abusers of children were most likely to be relatives, neighbors, teachers, coaches, babysitters and counselors. Strangers account for a third or less of all cases, with some studies

putting the figure as low as 10 percent. Some experts say the number of adult women involved is higher than in the past, although they probably make up less than 5 percent of all molesters.

Dr. Roland Summit, a psychiatrist at UCLA who has specialized in the treatment of sexually abused children for 15 years, is among those researchers who stress that no scientific data exist to support the view that there is more sexual abuse of children now than in previous decades.

But, he said, "There is no question, from all the research, that the risk of exploitation for a child increases directly as the child is removed further from the care of its biological mother."

Larry Bolton, assistant chief counsel for the California Department of Public and Social Services, which licenses nurseries, said that last year his agency had revoked the licenses of scores of nurseries and day care centers because of sexual and physical abuse of children. The number of revocations for sexual abuse, he said, has increased tenfold since 1978.

Some Travel Payments Weren't Listed by Meese

By Jeff Gerth

New York Times Service

WASHINGTON — Edwin Meese 3d's financial disclosure statements for 1981 and 1982 fail to list more than a dozen trips in which organizations paid a total of several thousand dollars of his expenses, according to a comparison of his disclosure statements and a compilation by Mr. Meese's office of his travels while counselor to President Ronald Reagan.

David H. Martin, the director of the Office of Government Ethics, said government officials are required to report all such expenses of more than \$250 except when the payments were made by a political organization that reports the expenses to the Federal Election Commission.

One of Mr. Meese's associates, who asked not to be identified, said Thursday that Mr. Meese was reviewing his travel records with White House lawyers and deciding whether to amend his financial disclosure statements.

Mr. Meese did not receive any fees or honorariums for his appearances, but his expenses, such as air fare, automobiles and lodging, were paid by various educational, political and trade groups. The unreported expense included numerous trips to California and one trip to Hawaii.

Leonard Garment, an attorney for Mr. Meese, said in a prepared statement that the travel expenses involve "technical and debatable issues under the federal disclosure regulations and do not suggest any ethical misconduct or questionable motive on Mr. Meese's part."

Mr. Garment went on to say that "all arrangements for Mr. Meese's travel, including scheduling, expenses and compliance with federal reporting requirements, were handled by his staff and the White House counsel's office."

Mr. Meese, on his disclosure

statements covering 1981, 1982 and 1983, reported about \$9,000 in travel expenses from nine trips.

The reporting of travel expenses has not been an issue in the various investigations of Mr. Meese's affairs since he was nominated in January to succeed William French Smith as attorney general.

In the past, however, Mr. Meese's frequent travels — he has been out of Washington one out of every four days since 1981 — have generated some criticism within the White House, according to White House officials.

Other examples of apparently inaccurate records have been brought up in the process of confirming Mr. Meese's nomination in the Senate.

Mr. Meese's failure to disclose a \$15,000 loan in 1981 from his former aide, Edwin W. Thomas, contributed to the inquiry that led to the appointment Monday of an independent counsel, Jacob A. Stein, to investigate Mr. Meese's dealings.

Mr. Meese subsequently amended his disclosure forms to reflect the loan and said its omission was inadvertent.

In connection with the Senate Judiciary Committee's inquiry into his nomination, Mr. Meese's office submitted a list of his travels to Senator Patrick J. Leahy, Democrat of Vermont, a member of the committee.

The list, submitted Feb. 29, shows that Mr. Meese has made about 120 trips since Mr. Reagan's inauguration, and that White House lawyers reviewed the expenses and deemed them proper.

Some of the material compiled for Mr. Leahy, the Meese associate said, is incorrect. The associate said that Mr. Meese's staff had prepared the list in haste and that a number of trips previously listed as being paid by the host organization were actually paid for by the White House or Pentagon and thus would not be an issue under disclosure regulations.

Jackson Backer Denies Threatening Reporter

By Rick Atkinson

Washington Post Service

WASHINGTON — Louis Farrakhan, the leader of the Nation of Islam, the Black Muslim organization, has denied that he ever threatened the life of Milton Coleman, a black Washington Post reporter.

"There have never been threats, none now and never will be threats to your life, brother, or your family. That will go on the record," Mr. Farrakhan told Mr. Coleman in a telephone call to The Post newsroom Thursday night.

In a radio broadcast in Chicago March 11, Mr. Farrakhan warned Mr. Coleman that "one day soon we will punish you with death" for reporting that one of the Democratic presidential candidates, the Rev. Jesse L. Jackson, had referred to Jews as "thymies" and to New York as "Hymetown."

Later in the evening, on a television program, Mr. Farrakhan said his comments had been distorted by the "wicked machinations of the media... who have twisted my words out of context."

He said he intended only that Mr. Coleman, "as a betrayer," should be punished with "social pressure" that ostracizes him "in our community" for disclosing Mr. Jackson's remarks. He said his reference to death was not intended to single out Mr. Coleman.

Asked Thursday on the telephone by Mr. Coleman about the statement in the broadcast, Mr. Farrakhan replied:

"Let us deal with that at a place of your choosing. I can come to The Washington Post office. That's fine with me. If you feel comfortable there, I will feel comfortable there."

In Pittsburgh on Thursday, the two leading Democratic candidates, Walter F. Mondale and Senator Gary Hart of Colorado, responded to queries by The Post and denounced Mr. Farrakhan's comments.

"I believe that the threats on Milton Coleman and his family are reprehensible," Mr. Hart said. "If I were Rev. Jackson, I would repudiate the support of Mr. Farrakhan."

"It's an outrage," Mr. Mondale said. "I condemn it, and we all should. I think Jesse should use his influence to seek an apology or a retraction from Rev. Farrakhan to see that this is cleared up."

Mr. Jackson could not be reached. Earlier this week, he said Mr. Farrakhan's comments were "wrong," but added that "it does

not fall on my shoulders" to chastise the Black Muslim leader.

Mr. Farrakhan, whose organization is an offshoot of the American Black Islamic Society, preaches that whites are "devils" and that blacks are destined to take power in the United States.

Mr. Farrakhan accompanied Mr. Jackson to Syria in December when the candidate gained the release of Lieutenant Robert O. Goodman Jr., a U.S. Navy flier captured in Lebanon. He also has served occasionally as a warm-up speaker at Mr. Jackson's campaign appearances.

U.S. Judges Social Security Sound, Warns on Medicare

New York Times Service

WASHINGTON — The Reagan administration reported Thursday that the Social Security trust fund was in excellent financial condition, but warned that Medicare's hospital insurance trust fund would be exhausted by 1991 if there was no change in existing law.

To keep the Medicare trust fund solvent over the next 25 years, the administration report said, either program outlays must be reduced by 32 percent or income derived from payroll taxes must be increased 48 percent. Alternatively, the report said, there could be some combination of cuts in spending and increases in taxes to save the same amount.

Medicare provides health-insurance protection for 26.5 million elderly and 3 million disabled Americans.

The trustees said total income to the Medicare trust fund would be only two-thirds of the amount needed over the next quarter-century.

Last year, the trustees' report indicated that the Medicare trust fund would run out of money in 1990, so the latest report means that Congress has an extra year to devise a solution. But the long-term problem remains the same because hospital costs are rising much faster than the earnings of workers who pay taxes into the trust fund.

The report, prepared by government actuaries, showed the trust fund for Social Security's cash benefit program was in better shape than the administration had expected last year, mainly because the economic recovery had been stronger than anticipated. Social Security provides retirement benefits and disability payments.

Mr. Jackson said the first goal should be to "alter the misery index."

Mr. Hart said the party needed to address a "new generation of problems" now facing the country.

Asked to offer a rebuttal to the opening statements, Mr. Mondale stressed the problem of working women. He received applause when he said that women now faced conditions that were "often very discriminatory" in the workplace.

Foreign Landowners in U.S.

WASHINGTON — Foreigners own more than one percent of all farmland in the United States. The Agriculture Department said Thursday that people from Canada, the United Kingdom, Hong Kong, West Germany and the Netherlands Antilles held 73 percent of the foreign-owned acreage.

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Stolen Cars Shipped for Resale in U.S.

The Associated Press

FRANKFURT — Porsche and Mercedes cars stolen from West German owners are often shipped to San Francisco and other cities in the United States for resale, according to insurance officials here.

"The Middle East used to be a big market, but I suppose it has tapered off since war broke out," said Heinz Georgi, an investigator for Allianz Versicherungs AG, West Germany's largest insurance company. "Thieves seem to be discovering the American market."

For example, Mr. Georgi said, six Porsche sports cars valued at 80,000 Deutsche marks (about \$31,000) each turned up in San Francisco last October. He said U.S. Customs agents identified the cars from engine numbers, but did not impound the vehicles or make any arrests.

U.S. authorities sent Mr. Georgi the engine numbers, which matched those of clients' stolen autos. But by the time he went to California later the same month to identify them, he said, the Porsches had already disappeared — presumably taken outside California and sold.

Alois Deichl, a spokesman for the West German insurance company association, said at a press conference that insurers last year paid out the equivalent of \$62 million in claims for 12,816 stolen cars that were never recovered. He said insurance companies had proof that stolen luxury cars were being sent to the United States for resale. He did not elaborate.

Mr. Georgi said car thieves forge ownership papers and accompany the vehicles by ship or airplane to the United States, traveling either directly or through Mexico. Once the cars reach the United States, they are resold at prices well below the market value, Mr. Georgi said.

He declined to estimate how many stolen West German autos were sent to the United States last year, because "the investigation by West German and American authorities is still going on."

Spain Protests to France Over Basque Program

Reuters

MADRID — Spain protested to France on Friday over a French television program on Basque guerrillas that it described as a "defense of terrorism," a Foreign Ministry spokesman said.

The Spanish ambassador to France, Joan Reventos, delivered a protest note, saying the documentary, "Pays Basque: Les Irréductibles" ("Basque Country: The Unyielding"), presented "a partial view of the issue where freedom of expression was notably absent," the spokesman said. He said only separatists were interviewed in the program, broadcast Thursday night by France's state-controlled television.

Mr. Mondale said that emphasis should be placed on raising the taxes of corporations. "There ought to be a sense of democracy in the payment of taxes," he said.

Mr. Hart said that the main problem was that companies who benefited from the Reagan administration's tax cuts did not invest the money that was saved.

Mr. Mondale restated his tax proposals, which primarily involve increased taxes on the wealthy.

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Chemical Maneuvers

Ban the making, stockpiling and use of chemical weapons, President Reagan says, proposing a new treaty. It won't be easy.

There already is a treaty, dating from 1925, which bans first use in war. The Soviet Union signed it, but it uses chemicals in Afghanistan and, almost certainly, its clients use them in Indochina. Iraq signed, yet it uses chemicals against Iran. What difference would a new treaty make? Unlike the old one, it would have "bold and sound" verification provisions. These would allow inspectors not just to check designated places — Moscow might live with that — but also to drop in pretty much at will. It is suggested that the Reagan administration knows Moscow will reject its verification demands and that its real intent is to break down Congress's resistance to producing new chemical weapons. Let us separate the two parts.

The verification demands are tough. But, given the reports of use, who can possibly claim that what is needed is another piece of paper? What is needed is verification measures that people can have some confidence in. That the Soviet Union, a direct practitioner and apparently indirect sponsor of a form of war it solemnly renounced, may object to rigorous inspection is not an argument against it.

The United States maintains a stockpile of chemical weapons, but has not added to it

since 1969. For three years Congress has shot down Mr. Reagan's requests for "modernization." He now argues that new chemical munitions are needed to deter Soviet use of them against America. The answer to that is that deterrence can be maintained by other weapons: If someone threatens you with a rock of granite, you can pick up a rock of quartz.

Mr. Reagan pleads further that he needs "something to bargain with." He has got something to bargain with: the stockpile, the readiness (which ought to be improved) of American combat troops to defend against Soviet chemical weapons, plus the disgust of civilized people that the Kremlin is in the business. The moral high ground does not by itself rid the world of chemical weapons, but worthy reasons remain for not giving it up by going back into production of outlawed horror weapons.

The reality is that a chemical weapons treaty is a long way off. The Soviets' proposal of one draft and the Americans' proposal of another are aspects of a political contest, not a common quest for effective arms control. It should be clear, however, why this is so. It is because the Soviets have been doing something truly dishonest and foul. If the American draft keeps an international spotlight on Moscow's policy, that is no small gain.

—THE WASHINGTON POST.

European Economies: A Crisis for the Summit

By Hobart Rowen

WASHINGTON — Europe is in deep trouble and one of the most worrisome aspects of its crisis is the conviction among many of its important politicians and businessmen that there is no way out.

This streak of Euro-pessimism over the inability to reach Europe's economic potential and to demonstrate political unity contrasts sharply with the high confidence evident in the United States and Japan.

For the 12th consecutive year, unemployment in Europe will rise in 1984. There is a modest improvement in economic activity, but the recovery

effort that can challenge American and Japanese economies.

Another very basic shortcoming is pointed out by Anthony Solomon, president of the New York Federal Reserve Bank and one of the first to describe the "Euro-pessimism" phenomenon. "We have, and the Europeans do not have," he said, "a magnificent capital market for floating stock in new companies. They may have innovations, but are less able to raise money for them."

The underlying sources for Europe's current economic travail are not hard to define.

Real wages have climbed so high that they are no longer competitive with wages in America and in Japan.

Strong unions have barred the kind of wage "give-backs" or other flexible arrangements that have been common in America in the recession.

The cost of pensions and other welfare has drained profit margins, leaving little for private investment.

Most of whatever funds do become available for investment are attracted to the United States by high American interest rates.

The wage problem may be the most intractable of all.

Mr. Locke-Feer noted that the employer hesitates to take on a new man because "he could never fire him."

Fully half of the typical wage earner's salary goes to taxes and for contributions to the various welfare programs. Most countries are now trying to cut back on these public expenditures, he says, in order to channel more money to private industry.

But Europe will not be able to recover on its own. Stephen Marria, a former OECD economic adviser, says correctly that beyond the structural impediments to growth in Western Europe, its recovery is being thwarted by high interest rates triggered by the U.S. budget deficit.

A sensible solution would call for the Europeans to scale back some of their welfare expenditures and ease taxes while the United States goes in the opposite direction — raising taxes to cut the budget deficit, hence reducing interest rates. If the London economic summit this June has any meaning at all, that should be the principal agenda topic.

The Washington Post.

A sensible solution would call for the Europeans to scale back some welfare spending and ease taxes while America raises taxes.

lags far behind the pickup in America or in Japan. Europe's "baby boom," which came later than North America's, is now turning millions of young people onto the labor market, with no new jobs to support them.

The problem is exacerbated by Europe's misguided effort to hang onto its declining smockstock industries.

The riots this past week in France, as steelworkers struggle against President Francois Mitterrand's efforts to close down antiquated capacity, are a frightening symbol of a larger problem. Sometimes a dramatic statistic can tell it all: In the past 10 years, total employment in the Common Market fell by 3 million jobs — despite a growing population and labor force — while in the United States employment rose by 13 million.

The Common Market has not lived up to the promise that its gifted creators, such as Jean Monnet, had for it in 1958, primarily because in recent years it has wasted most of its energy and attention on a shortsighted, protectionist common agricultural policy instead of coordinating its many technological innovations into what could be a commercially successful common industrial policy.

At a recent meeting in Washington of world figures gathered by David Rockefeller's influential Trilateral Commission, most of the time was devoted to one report. It pictured Europe hopelessly behind the United States and Japan in technological innovation, and so mired in unemployment that the workforce would be cut to something like 35 hours to share available jobs.

But it should be obvious that without an equivalent cut in pay scales, such a reduction in time worked would only raise labor costs and further complicate Europe's efforts to become competitive.

Former U.S. Undersecretary of State Richard Cooper, like many others in America and in Europe, suggests that there is no evidence that Western Europe has lost innovative capacity. He thinks that the Europeans have been slow to develop their ideas commercially. This striking weakness of the Europeans in marketing is in sharp contrast with Japanese and American marketing skills.

Mr. Cooper thinks that historical ideas and innovation into commercial successes is due to the fact that the European consumer is less adventuresome. Harry Locke-Feer, editor of the Amsterdam newspaper de Volkskrant, blames it on the failure of Western Europe's national companies to get together in a coordinated

Reagan's War Has a Dirty Precedent

By Anthony Lewis

BOSTON — Most Americans would be surprised, I think, to realize that the United States is today involved in a war of terror and subversion against an internationally recognized government.

War is what the operations of the so-called contras against the Nicaraguan government have become. In two years of funding by the CIA their numbers under arms have grown from a few hundred to 15,000. They raid villages and murder coffee-pickers in the fields. They do heavy economic damage by bombing and mining ports. They use high-powered speedboats to attack shipping in harbors.

The Reagan administration defends all this as realism in a hard world: necessary measures to weaken a leftist government that makes trouble in Central America. But there is a precedent that mocks the argument of realism.

In June 1954 a coup organized by the CIA removed the elected president of Guatemala, Jacobo Arbenz. The Eisenhower administration ran a massive disinformation campaign to paint him as a dangerous radical. The CIA called that venture "Operation Success." Some success. In place of a democratic government the United States installed a colonel, Carlos Castillo Armas, and Guatemala began years of military

rule, violence, torture and misery — years that have not ended.

"Guatemala has the worst civil rights record of any country in South America," Senator Jim Sasser of Tennessee says. Successive military leaders have slaughtered their people in an effort to stamp out rebellion. Amnesty International, in a report this week on the use of torture by governments, mentioned thousands kidnapped in Guatemala between 1978 and 1982, and corpses dumped by roadsides with flesh burned and limbs amputated.

Has the interest of the United States been served in Guatemala? Hardly. Central America's most populous country has become a center of instability.

A historian of the 1954 coup, Ronald Schneider, said 10 years later: "While the short-run outcome of the intervention in 1954 was viewed at the time as a success for the United States in the Cold War, in a larger perspective it is increasingly difficult to see it as such."

Indeed, in light of subsequent events it might reasonably be considered little short of disaster.

The story of the 1954 coup is told in chilling detail in a recent book, "Bitter Fruit," by Stephen Schles-

inger and Stephen Kinzer. It is chilling especially because it shows the moral price paid by U.S. officials for involvement in such dirty business. John Foster Dulles, his brother Allen and other Americans appear in shameful postures.

There is a worrying footnote to the Schlesinger-Kinzer book. The authors got a good deal of official information on the U.S. role in the 1954 coup, but they wanted the full records of the CIA. For five years the agency said it had only a few papers. The authors sued under the Freedom of Information Act, and the agency then "discovered" 180,000 documents on the coup in its library but said they were too sensitive to produce.

Last month a federal judge in Washington upheld the CIA's refusal to produce 30-year-old documents. "Conditions in Central America are extremely sensitive today," he said, "and any information about past covert activity by the United States in this area could have harmful effects."

To the contrary, information about what happened when the United States used force and subversion against a Central American government 30 years ago could have highly beneficial effects today. It could prevent repetition of disaster.

The New York Times.



Keep Resisting Secrecy

Now that Congress's ban on the Reagan administration's heavy-handed secrecy program is about to expire, the White House is making conciliatory noises to head off any extension. Congress ought not to take the bait.

Mr. Reagan decreed a year ago that extraordinary secrecy measures previously used only by the Central Intelligence Agency and the National Security Agency be extended to thousands of other government employees. They were to be required to promise for the rest of their lives to submit any writings about national security to government censors. They would be liable to random polygraph tests.

The order caused a storm of protest. Critics argued that the administration had overreacted to only a few annoying but hardly threatening leaks of information. Congress quickly agreed that the order might damage the nation. It could hurt morale and inhibit desirable

criticism and analysis of foreign policy by former officials. The administration finally retreated last month and suspended its decree.

Now Robert McFarlane, the president's national security adviser, offers voluntarily to extend the freeze through the current session of Congress and to take no further action without 90 days' notice. But his letter displays an administration unchastened by Congress's profound skepticism. "This is a serious problem that won't go away," he insists, "and we therefore cannot completely foreclose future action... if a legislative solution to unauthorized disclosures is not found."

The serious problem that "won't go away" is excessive government secrecy. For that, the proper legislative solution is renewal of the law requiring the executive to desist unless it can make a stronger case for these ugly restraints.

—THE NEW YORK TIMES.

Other Opinion

The Sikh Crisis in Punjab

Not only does the Sikh crisis threaten the delicate balance between communities in Punjab, it is also a challenge to the central government, which can hardly attack the Amritsar temple — redoubt for Sikh extremists armed to the teeth — without unleashing carnage.

Mrs. Gandhi doubtless expected the agitation to phase itself out. Whatever their community's distinctive martial traditions, most Sikhs reject violent methods and see the disastrous effects of the crisis both on their relations with the other communities of the Indian Union and on the economy of Punjab, where development is being stalled. The central government is also aware of the influence the crisis could have on the situation in neighboring Jammu and Kashmir, where a fragile equation links the central government, a Muslim majority and a Hindu minority. It has entered a pre-electoral period. But no balloting can take place if one or several states are in grave crisis. Thus, time would appear to be working less and less in the prime minister's favor.

—Le Monde (Paris).

Let UNESCO Try to Reform

UNESCO was founded in the warm glow of postwar idealism when it was tempting to believe that wars could be avoided if only intelligent, educated people sat down together and talked over their differences. Sadly, UNESCO has fallen victim largely to the reality of the world as it is — riven by ideological and national differences and dominated by a multitude of small states, many of them newly emerged from colonialism and often more interested in propagating their ideas than seeking after higher truths. In addition, like any large bureaucracy, UNESCO has accumulated a lot of vested interests and dead wood. As a result, the patience of the largest contributor, the United States, has snapped, and Britain's is near the same point.

There can be no doubt that a major shake-up is necessary. The original ideals have been tarnished and submerged beneath mountains of paper and vacuous talk.

Initially UNESCO itself should be given a chance to put these things right; but not for long. If it shows it cannot do so, the major dissatisfied contributors will have to get to-

gether to see if there is some way in which the best of UNESCO's work can be brought under another roof while the rest is left to wither in the hands of those who prefer it as it is.

—The Times (London).

The Collision Worries Japanese

The United States government played down the collision incident which occurred on March 21 between a U.S. carrier and a Soviet submarine in the Sea of Japan. Nevertheless, (the incident) was shocking news to Japanese citizens. The Sea of Japan, which was nicknamed "the Emperor's bathtub" by American submarine skippers who successfully infiltrated the Japanese anti-submarine defenses during World War II, has become crowded again with foreign warships — most of them submarines — over the past few years. The collision took place while the American flattop was taking part in a joint U.S.-Republic of Korea naval maneuver. Utmost caution and a high level of professional skill are demonstrated in a military exercise. Yet accidents such as the latest one could occur, possibly bringing the superpowers to the brink of war in a more strained regional or international situation.

—The Japan Times Weekly (Tokyo).

The Marcos Version Suffers

Benigno S. Aquino Jr. was murdered at Manila airport last Aug. 21 out of sight of the reporters and cameramen who accompanied the political opposition leader on his return flight to the Philippines — but not as it happened, out of range of their sound-recording equipment. The independent commission investigating the Aquino assassination has heard those recordings, as well as testimony about them from an acoustics expert. That evidence further undercuts the government's version of how and by whom Mr. Aquino was killed. That version has never been taken very seriously anyway in the Philippines. There is even less reason now that it should be.

—The Los Angeles Times.

Murder in Manila, murder most foul, is less of a mystery now. And the days of the Marcos government probably are shortening.

—The Lincoln (Nebraska) Journal & Star.

FROM OUR APRIL 7 PAGES, 75 AND 50 YEARS AGO

1909: French to Tax Alien Balloons

PARIS — In view of the frequency with which German balloons have been landing on French territory, the Government has decided that henceforth such balloons will have to pay customs duties, which are high. A moderate-sized balloon would have to pay about 600 francs. Meanwhile, a telegram from Brioncourt states that a balloon having as passengers an Italian officer and an engineer, which had left Bologna on April 6, arrived the same evening at Abries-en-Queyrus. The aeronauts stated that they had had no intention of crossing the frontier, but had been driven over by the wind. The balloon was confiscated by the customs house until the customs duties are paid.

1934: Jobless Riot in Minneapolis

MINNEAPOLIS — Demanding continuation of the Civil Works Administration, 6,000 unemployed bailed police before the city hall here [on April 6] in one of the most serious demonstrations since the CWA was discontinued. Police were forced to use fire-bombs and tear-gas before the riot could be controlled and the mob dispersed. Eighteen persons, including 13 policemen, required hospital attention. Scores of demonstrators received black eyes and cracked skulls. Thirty arrests were made. The demonstrators marched on city hall. Surging about the building, they demanded continuation of the CWA at union wages and increased relief allowances.

Turkey: A Social Democrat's Reading

By Bulent Ecevit

ANKARA — The local elections in Turkey on March 25 have resulted in a crisis of the opposition, rather than of government.

The Motherland Party of Prime Minister Turgut Ozal won a clear victory. The opposition parties trailed far behind; but that had not been allowed to prevent the parliamentary elections last November — the Social Democratic Party (SODEP) on the so-called left and the True Path party on the right — emerged second and third. Thus the center of gravity of opposition has shifted outside Parliament.

But I do not think this will present any major problems.

The Motherland Party won 54 of the 67 provincial centers, mayors and deputies. SODEP won eight. The Populist Party, the main opposition party in Parliament, won none. The four right-wing rivals of the Motherland Party won only five.

The combined votes of the two parties purporting to be social democratic — SODEP and the Populist Party — totaled about 32 percent, with about 23 percent going to SODEP. The monarchical Motherland Party got less than 42 percent.

The "social democratic" parties lost in all the major urban centers that used to be regarded as strongholds of the democratic left.

In the 1977 local elections, the now disbanded democratic leftist Republican People's Party won more than 42 percent of the vote. Its candidates were elected as mayors in 41 of the 67 provincial centers.

So last month's results can seem a great decline for social democracy in Turkey. However, when they are analyzed against the background of the current political picture, this may not necessarily be so.

The predicament of the existing "social democratic" parties derives from the way they were born. The parties established prior to November's parliamentary elections had to be structured in compliance with

the rules imposed by the military. They had to be built from the top, with no grass-roots basis; all their founding members had to be approved by the five generals ruling the country. Those were insurmountable handicaps for structuring a party to raise the intellectual and emotional reasoning of the Turkish people.

Also, the parties' mentalities and political behavior were conditioned from birth to thinking and acting within the confines of the narrow ideological and political framework laid down by the military.

The effects were obvious in the recent election campaign. SODEP and the Populist Party avoided touchy subjects and produced no real and constructive challenge to the system. Thus they failed to inspire the public to raise the intellectual level of the campaign. Due to the conditions of their formation, all the parties contesting the local elections appeared to the public as more or less of the same mold.

Hence, the advantage to the Motherland Party of being in office weighed heavier than it normally would in local elections; and, in the absence of any real or promising alternative, voters were reluctant to radically upset the balance of political forces and open the way for demands for early elections.

Many voted out of purely practical considerations — such as ensuring better government support for their municipalities — rather than in accordance with their latent ideological or political leanings. Mr.

Ozal, meanwhile, has been perceptive enough to realize that the Turks in general are not interested in a revival of the political pattern and structures of the recent past.

Mr. Ozal has cleverly capitalized on this mood of the people, by refraining from efforts to identify with any of the disbanded parties and by coming out with a new image and with seemingly "new" ideas — even though many of these ideas may in effect be as old as Adam Smith and rather hazardous for a developing country like Turkey.

As a result of the demolishing of the former political structures, many voters who had remained attached in the past to one or other of the disbanded parties, to family traditions or emotional reasoning rather than conviction or self-interest, now feel free to take their rightful places in the political spectrum. Large-scale shifts in the voting patterns of social groups should be expected in this transition stage of political life in Turkey.

In a rapidly changing and emancipating society with considerable social problems, such liberation from entrenched political allegiances should normally work in favor of social democratic or progressive parties. But the "social democratic" parties, formed last year have been unable to take advantage of the current period of shifting allegiances.

All in all, it is clear that the poor showing of the two ostensibly leftist parties last month may be seen as defeat for those parties, but not for social democracy in Turkey.

The need for a properly structured social democratic party to be based on the grass roots is obvious, and this need will have to be met with a new party that can mobilize effectively the considerable potential that exists on the democratic left, thereby enhancing true democratization in Turkey.

International Herald Tribune.

force without the British at their side. Paris voted down the European Defense Community, West Germany then entered the NATO alliance, at America's insistence; all West German forces came under the U.S.-led integrated NATO command.

Europeans who hoped for federation concluded that security was too sensitive a subject to hand over among themselves without an overwhelming outside arbiter. They chose economics as the road toward unity. The Common Market was established. But it never brought political union on which defense could be based.

Under President de Gaulle, France sought Continental pre-eminence.

proposing a triumvirate with the United States and Britain as supposedly equal leaders of the alliance. President Eisenhower's hesitation and weapons advances changed de Gaulle's mind. He pulled France out

holding a balance of power in Europe, opposing any Continental coalition that it could not level against another coalition.

After long debate, the French were afraid to embrace West German

Instead of driving Europeans to greater consolidated effort, an American step back would revive European rivalries.

of the NATO command, retaining political membership in the alliance, and proclaimed total independence for French defense policy. That remains a dogma of French politics.

Later French leaders faced soaring costs of modernization and toyed with sharing the burden of nuclear arms development with Britain, the only other European atomic power. The effort failed each time. After all, there was no way to keep total control of France's own planning and command with joint procurement.

The other recurrent attempt to spread costs and to balance U.S. with more European weight was French-German cooperation. Former Chancellor Helmut Schmidt said recently that he and Valéry Giscard d'Estaing, the former French president, thought of closely linking French nuclear and conventional capacity with West Germany's conventional and economic capacity. This is the old idea.

President Mitterrand has brought it up again in another version. But he is fully aware that for the foreseeable future such linking cannot go beyond better staff contacts and some joint non-nuclear arms production. The

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reasons have not changed. The French nuclear umbrella is not big enough to shield West Germany.

Bonn cannot help to hold it without contesting French control and risking intense Soviet reaction, as well as upsetting allies. The West Germans rejected the U.S. offer for double controls on new American missiles, which can reach Soviet territory, because Moscow says a German finger on the trigger could be considered grounds for war.

These basic facts make any suggestions to turn NATO command over to a European, or to integrate European defense without full American participation, dangerous as well as illusory. There is no better solution to the dilemma. Instead of driving Europeans to greater consolidated effort, an American step back would revive European rivalries. It would provoke competitive defenses or competitive search for accommodation with Moscow, probably both.

Josef Joffe, a West German who works in the United States, writes with brutal insight in the current issue of Foreign Policy magazine about the U.S. role in keeping the Europeans together. He calls America "Europe's pacifier," the outside force that brought extraordinary security cohesion among powers that had fought for a thousand years.

The urges on both sides are understandable. America would like Europeans to contribute more; Europeans would like to depend less on an unpredictable America. The core question for the United States is whether its own security is still enhanced by keeping the alliance solid within Europe as well as across the Atlantic. I think so. Anything less would gravely weaken America as well as its friends.

The New York Times.

LETTERS TO THE EDITOR

UNESCO: Britain's Stand

The agency dispatch you published on April 6 under the headline "Britain Warns It Might Quit UNESCO" misstated what I actually said on British policy toward UNESCO at my press conference. What I stated was that it would become increasingly difficult to justify British membership of UNESCO unless we could point to real improvements in its operation and that the British position would be reviewed at the end of this year in the light of progress made. I added that Britain's letter to Director-General Amadou Mahtar M'bow was not intended as an ultimatum.

J.K. GORDON,
British Permanent Delegate to UNESCO, Paris.

"Europeanization"?

In response to the report "Hart Sees Cynicism Rising in U.S. Attributes It to 'Europeanization'" (March 31):

On reading Gary Hart's observations, I was amused and yet alarmed. That such a shallow analysis of America's malaise could come from a presidential candidate surprised me. But then, look who is currently in the White House. I find it ludicrous to blame some vague European influence on the warped ethics of people in public office in the United States, past or present. Was President Warren Harding also suffering from European cynicism before the Teapot Dome scandal surfaced?

As for tax evasion, it is a universal hobby not unique to Europe.

Voter participation in European

elections is high, whereas in the United States apathy has become chronic, with turnouts of less than 50 percent during the past decade.

JAN D. HORN,
Nijmegen, Netherlands.

So Hussein Protested

In response to "Americans and Israelis: The Alliance Is Natural" (March 24) by Krishna Kumar Gaur:

Mr. Gaur expresses the curious idea that Israel is the bastion of democracy and friend to the United States in the Middle East and that Jordan cannot be considered as such. Since Israel and America share a "natural alliance," America has been forced to suffer extreme embarrassment any number of times.

The United States was embarrassed when Israel shot down a Libyan passenger plane that had strayed and when Israel bombed a nuclear reactor in Iraq, not to mention the massacre at Sabra and Chatila. Finally, now, after more than a quarter century of "friendly" relations with the United States, Jordan, too, has succeeded in embarrassing America.

Official Washington should be embarrassed that Jordan's legitimate request to purchase arms must be approved by American Jewish groups and the Israeli lobby before it even goes to Congress. Of course King Hussein protested and was appalled, in the same way a Frenchman or an Englishman would have been horrified in similar circumstances.

ANN HUTCHISON,
Amman, Jordan.

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France Offers to Cooperate in Mine-Clearing in Nicaragua

Alma Guillermoprieto
Washington Post Service

MANAGUA — The French government has offered to help Nicaragua clear its ports of mines if the rebels will cooperate.

In a letter addressed to President

lissario Betancur of Colombia,

the French minister of

relations, said France's

participation in a mine-clearing

operation "would, of course, have

a very humanitarian character."

In the same letter, Mr. Cheysson

declined to say whether Mr. Betancur

would be "solely and public-

ly denounce... the attempt against

the common law that... the block-

ade against a country constitutes."

Nicaragua has accused the United

States, which supports the anti-

government rebels who laid the

mines, of responsibility. Seven

merchant ships have been damaged

so far, including a Soviet tanker

and a Japanese freighter.

[The U.S. State Department

spokesman, John Hughes, said Fri-

day that any attempt by France to

supply minesweepers to Nicaragua

"might facilitate the export of rev-

olution" by the Sandinista govern-

ment, The Associated Press reported

from Washington.

"We have all along been con-

cerned with the large Soviet and

Cuban military relationship with

Nicaragua," Mr. Hughes said, "and

we would not favor any nation's

contributing to Nicaragua's ability

to export revolution with impunity."

[He added that the United States

has raised its concerns with the

French government.]

Mr. Cheysson's letter said the

mine-clearing operation "is, without

a doubt, a blockade undertaken in

peace time against a small country,

which presents serious problems of

political ethics."

The letter was published on the

front page of Barricada, Nicaragua's

official daily newspaper, on the

same day that the Reagan adminis-

tration's new special envoy to

Central America, Harry W. Shlaud-

eman, ended a 22-hour visit to

Nicaragua. His talks with Foreign

Minister Miguel de Escoto Brock-

mann and Daniel Ortega Saavedra,

coordinator of the ruling junta, re-

portedly did little to ease relations.

"I have only seen the headlines,"

Mr. Shlaudeman said of the letter

Thursday morning.

On Wednesday, the Nicaraguan

government took the highly unusu-

al step of issuing a communiqué

before the talks ended. Published

in Thursday's paper on the same

page as the Cheysson letter, the

communiqué said that no new

peace offers had been made by Mr.

Shlaudeman or Assistant Secretary

of State Langhorne A. Motley, who

accompanied him.

The visit confirmed that "the po-

litical force of the current U.S.

administration remains unaltered,"

the communiqué said.

The French proposal reportedly

reached Mr. Betancur on the week-

end while he was meeting with

President Miguel de la Madrid of

Mexico, who was visiting Nicara-

gua.

According to a diplomatic

source in Washington, the presi-

dent, in a joint reply to Mr. Chey-

sson, said "they agreed with the

general peaceful intention and good

will expressed by Cheysson and ex-

plained that they had discussed the

problems of Central America for

many hours."

However, they did not directly

address Mr. Cheysson's suggestion

that Mr. Betancur "and other

friendly heads of state" denounce

the mining.

"France cannot turn deaf ears to

the requests of the government in

Managua," Mr. Cheysson said.

"But it does not want to intervene

alone. It would, on the other hand,

be willing to contribute to opera-

tions tending to de-mine the ports

(in conjunction with) one or several

friendly European powers."

Mr. Cheysson said the U.S. policy

is to "bring about a peaceful and

negotiated resolution to the Salvadoran

conflict."

A member of the House Foreign

Affairs Committee, Mr. Weiss met

with Mr. Ungo earlier this year in

New York.

Mr. Ungo said that Mr. Ungo's

visits to the United States had been

mainly to meet with members of

Congress and groups such as the

Council on Foreign Relations to

"find a political settlement to the

conflict" in El Salvador.

According to Mr. Ungo, Mr.

Ungo has met with Senator Charles

H. Percy, the Illinois Republican

who is chairman of the Senate For-

eign Relations Committee, and

with Dante B. Fascell, a Florida

Democrat and chairman of the

House Foreign Affairs Committee.

Mr. Ungo was told of the visa

revocation on March 15 by How-

ard Gross, the U.S. consul in Pa-

nama, where he lives, Mr. Ungo said.

"He was told that if he attempted

to use the visa to enter the United

States again, he would be de-

termined at the border," Mr. Ungo

said.

The State Department spokes-

man said the visa had been revoked

because Mr. Ungo "has used his

visits to the United States to collect

money for the terrorist activities of

the Farabundo Martí National

Liberation Front," the coalition of

insurgent groups fighting in El Sal-

vador.

Critics say the Reagan adminis-

tration has been more systematic

than its predecessors in keeping out

foreign opponents of U.S. policy.

Mr. Ungo has ties to West

European socialists, heads the

democratic Revolutionary Front,

Salvadoran exile group allied

with the insurgents. He is a vice

president of the Socialist Interna-

tional, a grouping of Socialist Demo-

cratic and Socialist parties.

Representative Ted Weiss, Dem-

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State Department's action "part

of a broader effort to limit the opportu-

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ARTS / LEISURE

Damaged Medieval Works Flop at Sotheby's Sale in London



St. Anna presenting the Child was sold for £8,697.

LONDON — Sotheby's has just had one of its worst failures in years. The warning it spells out for those inclined to speculate in art and handle it as a commodity should not go unheeded.

To nonprofessionals, the auction of medieval art held on Tuesday

SOURN MELIKIAN

seemed glamorous enough. A catalog with first-class color reproductions worthy of an expensive art book was titled "A Collection of 30 Gothic Wood Carvings and 11 Old Master Paintings." From the Collection of Dr. Peter Hertzberger of Vienna. Page 1 said in big type: "The Collection of Dr. Peter Hertzberger of Vienna," followed by a long list of carvings and a short list of paintings. On page 5, in case some absent-minded reader should have missed the message, this was repeated with a reminder of the sale date.

The heavy emphasis on the private-collection theme reflects the importance attached by buyers to the provenance of the works of art offered to them. There is a strong prejudice in favor of a real collection built up for the sake of art and

an equally strong bias against works of art consigned for sale by trade sources, which happens frequently.

However, private ownership is not enough. There is a limit beyond which prices won't rise under the best of circumstances. And the private owner must not be seen, rightly or wrongly, as commercially motivated. When the works offered for sale are unforgettably and superbly preserved, concessions can be made. On Tuesday, they were neither unforgettable nor in splendid condition.

The first work may have been beautiful a long time ago. The "Virgin and Child Enthroned," a south Tirol piece of the early 13th century, has the majestic rigidity of earlier Romanesque art. The smiling face with dilated eyes is astonishing. Alas, "the hair of the virgin slightly restored," as the catalog tactfully puts it, mars its subtlety. The "extensive original color" is not enough to make one overlook the later additions. With "her right hand in wormed condition," a good deal of the former beauty is lost, all the more as worming does not stop there. The piece, which carried an estimate of £10,000 to £15,000, remained unsold as the hammer went down at £7,400.

What could have been a mishap repeated itself with extraordinary frequency. The other pieces, carved groups and bas-reliefs of the 15th and early 16th century, were mostly from Austria and southern Germany. This kind of art is still extensively preserved in museums and churches despite World War II destruction. Those who look at it are used to a high standard of quality and preservation. And all too often there was something that was obviously wrong with the "collection" pieces.

In Lot 2, a Holy Trinity from the Tirol with a seated God the Father steadying the figure of a collapsing Jesus, it was the hideous coating of dark red paint. In Lot 3, a seated Madonna of the Vienna School, it was the hands that had been chopped off, not very long ago, one would think, and the seated child had the back chopped off.

It made one wonder what sort of accident — looting in wartime perhaps? — could have happened, but it did not induce any desire to own such an obvious casualty of 20th-century turmoil. Both carvings failed to sell, the bidding stopping way below Sotheby's lowest estimate.

Then at last a lot found a buyer. A southern German group of St. Anna presenting the Child to the Madonna, dating to around 1500, was knocked down at £7,800 — or £8,697 with the sales charge and tax. It is a high price for a small limewood piece. After that there was a rum of bad luck. Seven lots in a row went unsold. A north Italian "fine and rare" piece, circa 1430, estimated to fetch £30,000 to £40,000, fell at £21,000. A "Rhine-land Virgin and Child circa 1370-80," with an estimate of £10,000 to £15,000, failed to sell at £8,000.

This one has an interesting story. It once belonged to the Tiroler Landesmuseum at Innsbruck, which has an admirable collection of sculpture. It includes one of the most beautiful figures of Jesus on the cross of the early 13th century to be seen in any Austrian or German museum. The figure of Jesus, although not in mint condition, is given a prominent place in the museum display. That was clearly not the case of the Rhine-land Virgin and Child, which is also damaged.

It was left hand missing, as are the toes of the child, and the surface paint has been extensively touched up. One can see why the museum dismissed it and why potential buyers at Sotheby's did the same. They similarly resisted the temptation to go after another Tiroler Landesmuseum reject, a Bohemian Virgin and Child — the head replaced in Baroque times, the right hand missing. Nor did they want a third ex-Tiroler Landesmuseum piece, a virgin and child of the Brixen School. It was bought in the extravagant price of £55,000, suggesting disproportionate ambitions on the auctioneer's or vendor's part.

A fourth carving at one time in the Tiroler Landesmuseum — St. John the Baptist, south Tirol, late 15th-century — failed to sell at £8,000. So did the fifth and sixth pieces, offered together without success and bought in at £22,000.

Further failures to sell among former museum pieces included a Christ crucified, from Tuscany, rejected at £18,000 — cleaned down to the gesso ground, the arms restored, the cross replaced — and the figure of a saint from south Tirol made around 1480, which was bought in at £16,000. With the bottom altered in the course of restoration and the left hand missing, there was not a great deal to be said for it. The cataloger's opinion that it was in "the tradition of Hans Klockner and his follower Ruprecht Posch of Brixen" did not up the scales.

Mercifully, two lots sold at the end — both, again at one time in the collection of the Tiroler Landesmuseum. A stone carving of the Virgin and Child executed in the circle of Hans von Judenburg in south Tirol about 1410 was knocked down to a bidder at £37,000 and a Romanesque "Christ Crucified" went up to £44,000. This time, the over-painting and minor accidents to the fingers did not deter buyers. The vital features — the face, the body, including the arms — are all there and the type is rare. This spared Sotheby's a total loss of face without making up for the disastrous outcome: 73.7 percent of the collection in value had failed to sell.

Sotheby's excuse, as one spokeswoman put it, relaying the post-mortem comment of the department concerned, is that "the collection was formed in the last 15 years and everybody knew it." But so did they.

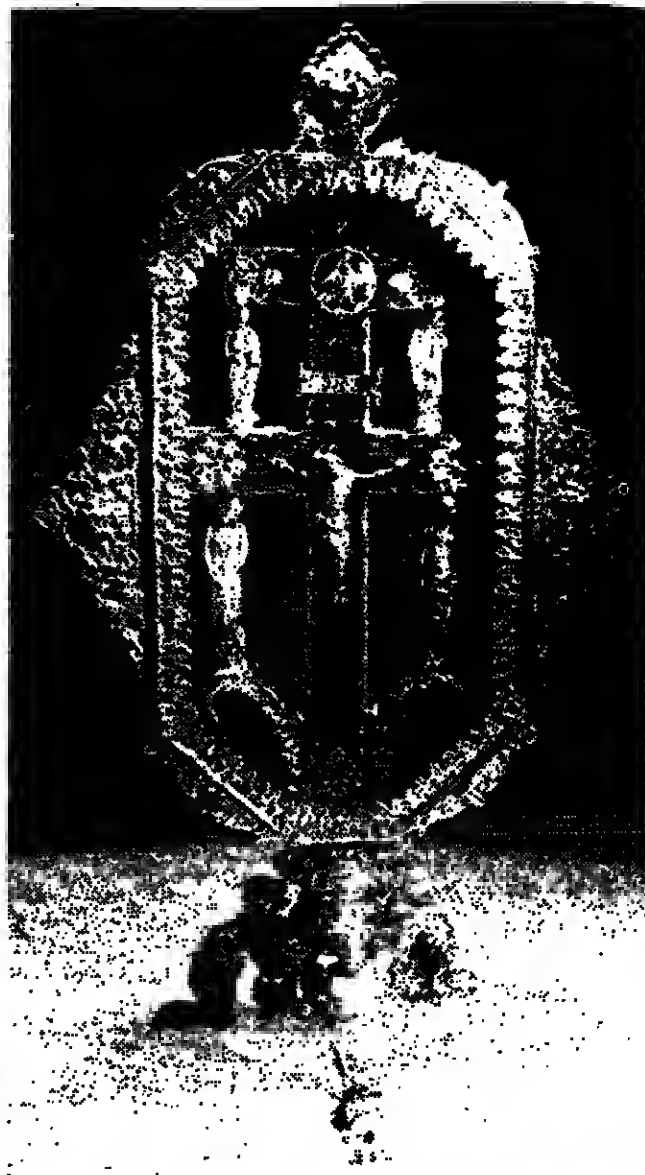
It all sounds like a replay of the auction of the Mizé "collection" two years ago, when a vendor imposed high reserve prices on his Impressionist and modern master "collection" and sold some of it, presumably at a huge profit, while retaining a very large proportion of it. The difference was in the financial scale — the Mizé paintings were worth 10 times more than the Hertzberger sculptures — not in the principle.

What is disturbing about this is that auction houses are apt to be more willing to give in to the vendors' demands than anxious to protect the buyers' interests. Estimates are supposed to reflect the auctioneer's opinion about the probable value of a work of art, rather than the vendor's wishful thinking. To put estimates so widely off the mark can be misleading for buyers without market experience.

There has been a growing tendency of late to push estimates to the extreme upward limit in any field. From Old Master paintings — 31.7 percent in value of those offered on Wednesday at Sotheby's were bought in — to Islamic art. If this goes on, the public will lose confidence in the system, and the market will be threatened with a severe crisis, potentially more dangerous than anything seen before.

Stradivari Cello Sold

A 25-year-old British cellist, Robert Cohen, bought a cello made by Antonio Stradivari in Cremona about 1690 for a world auction record price of £275,000 (\$394,000) at Sotheby's Thursday, the Associated Press reported from London.



A 13th-century reliquary from the treasure of San Marco.

Treasure of San Marco Being Shown in Paris

By Michael Gibson
International Herald Tribune

PARIS — The treasure of the basilica of San Marco in Venice is considered the most remarkable collection of precious objects in Western Europe.

Many of these objects, which are admirably presented at the Grand Palais in well-lit showcases and darkened halls, date from antiquity and the origins of Christianity.

The collection is primarily a manifestation of the power and wealth of Venice. The objects were acquired in a variety of ways: gifts sent to the doges by kings and sultans, precious objects offered as collateral on loans, products of trade and plunder. Some were taken from Constantinople in the early 13th century as a result of a bargain the Venetians struck with the crusaders: Since you cannot pay for the use of our ships to take you to the Holy Land, you must make payment in kind by taking Constantinople for us.

Among the objects brought back after the plundering of Constantinople in 1204 were an astonishing

gilded and enameled icon studded with precious stones and representing St. Michael, and an equally precious but more refined plaque representing the same archangel in low relief.

About 30 years after the Constantinian treasures arrived, the treasury of San Marco was destroyed in a fire and many of the treasures were lost; some survive because they had been stored elsewhere. More Byzantine objects were brought to Venice when the empire that the city had established in Constantinople collapsed in 1261.

In time Venice suffered the same fate. When Napoleon took the city in 1797 he had the treasure shipped to Paris. Many of the gold objects were melted down, the precious stones and pearls sold.

The remains of the treasure were returned to Venice in 1829. Restoring it took 30 years. Represented in the 46 objects sent by Venice to this show, the collection includes works from antiquity and the Byzantine period, Islamic objects including a rock crystal beaker and bowl of milky green glass decorated with stylized rabbits and other craftsman, such as reliquaries made after the sack of the city.

The objects have an imposing aura, partly because of the materials (the lighting brings out the richly hued transparency of the semi-precious stones), partly because of the impressive craft that produced them and partly because they are priceless vestiges of the fantasy-epic culture that marked the great Eastern courts.

The oldest objects are in glass or carved rock crystal, sardonyx, and agate. They date from as early as the 4th century: cups, beakers, vases and lamps, decorated with rambling vines, or gaping fish, or in the case of a splendid pair of deep purple glass, incised with figures of Dionysus and a nymph, girl and a satyr.

"Le Trésor de Saint-Marc, Grand Palais, Paris, through June 2. The exhibition is scheduled to continue to London, Cologne and New York.

Four London Galleries Spotlight French Artists

By Max Wykes-Joyce
International Herald Tribune

LONDON — There are at present four shows in London that stress the facility of many French artists to turn everyday activities and scenes into mightily attractive pictures.

None excelled in this more than Camille Pissarro (1830-1903), repre-

Edinburgh Program

The Associated Press

EDINBURGH — Rock from the moon and the Lunar Rover moon buggy that was driven by Americans who landed there are among exhibits being loaned to Britain this summer by Washington's Smithsonian Institution, according to the organizers of the 38th Edinburgh Festival.

The annual three-week celebration of art, drama and music, opening on Aug. 12, is to stage an exhibition of more than 250 Smithsonian treasures, the organizers announced Thursday.

The display will commemorate the 200th anniversary of the first visit to Edinburgh in 1784 of the museum's founder, James Smithson, a British chemist and mineralogist who bequeathed his wealth to the United States for an establishment to increase and spread knowledge.

Frank Dunlop, the theater director newly appointed to head the festival, said there will also be a strong American influence in this year's offerings of music and drama. They include three New York dramatic companies, the Washington Opera, Boston Symphony Orchestra, the off-Broadway Negro Ensemble and the Modern Jazz Quartet.

Dunlop is introducing a kites-flying festival with a Chinese element and Japanese Arikura Kagura temple dancers to perform in the open air. Among other foreign participants will be the Vienna Philharmonic's Ensemble of the 20th Century, the French actress Delphine Seyrig with a play about actress Sarah Bernhardt, the Berliner Ensemble and Komische Oper ballet of East Germany, the Paris Opera ballet with Rudolf Nureyev and the Moscow Virtuosi, a chamber music group.

Shakespeare Opener

New York Times Service

NEW YORK — The 30th New York Shakespeare Festival will open June 22 with "Love's Labor's Lost," starring Kevin Kline. Wilford Brinley will direct the play, which will run through July 22. The second production, produced by Joseph Papp, will be "The Golem," by H. Leivick, to run Aug. 3 to Sept. 2.

sented at the JPL Fine Arts (a gallery specializing in French art from Impressionism onward) with 50 drawings, watercolors and pastels, dating from an 1853 pencil drawing of "Mayquetu Park" to a 1902 pencil-and-wash drawing of the "Main Door of Dieppe Cathedral."

Pissarro, in a letter to his artist son Lucien, had noted the importance of the matter-of-fact approach to draftsmanship. After telling his son yet again to copy Holbein — "He is the true master" — he writes: "Don't try to be clever, strive for simplicity, for the indispensable lines that capture the whole essence. Opt for caricature rather than a pretty picture."

His practice is especially notable in a large charcoal drawing of peasant dancers, "La Ronde" (c. 1884), and in his several drawings of "Les Sarcophages" (Women Weeding the Fields) at Pontoise, where he lived and worked from 1872, even though in the latter drawings, he could well have been seduced by the colors of his media, watercolor and pastel, into painting pretty pictures. One of the chief pleasures of this exhibition is the way with which Pissarro uses pastel, to portray "A Country Lane" (c. 1876), "A Grazing Lamb" (c. 1881), "Women Weeding" (c. 1882), "The Lone Tree" (c. 1887/8), and "Peasant Woman With a Bundle of Sticks" (c. 1890).

"Camille Pissarro: Drawings, Watercolors, Pastels, JPL Fine Arts, 24 Davies Street, W1, to April 27."

The building in Davies Street also houses the artist gallery of Lumley Cazale, which has a show of etchings, drypoints and litho-

graphs by Norbert Goeneutte (1854-1894). Goeneutte, who rates very little mention in French print histories such as those by Georges Dujardin and Emile Baudier, is known in England chiefly as an attractive society painter. He was at his best a very capable printmaker, judging by this selection.

"Norbert Goeneutte: Etchings, Drypoints, Lithographs, Lumley Cazale, 24 Davies Street, W1, April 17 to May 18."

An earlier period of French painting is represented at Hazlitt, Gooden and Fox in a show of 30 "French Paintings from 1800 to 1850." Among the 25 artists, the best known are Corot, represented by an early forest scene of "Fontainebleau," and an atypical Jean-François Millet of a "Nymph Beset by Amoretti." There are three historical landscape paintings by Corot's teacher Jean-Victor Berin (1767-1842), posthumously much praised as a landscapist by Baudelaire. Louis-Leopold Bailly (1761-1845) is represented by a trompe l'oeil painting of a bas-relief by Clodion. "Le Triomphe d'Amphitrite," and a Parisian Punch and Judy show, "Le Pauvre Chat." A painting on a biblical theme, "Moses Found in the Bushes," is by Nicolas Taunay (1755-1830), known chiefly as a history painter and a landscape painter in Brazil, where he lived for five years from 1816; and two Italian landscapes by Lancelotti-Théodore Turpin de Cr  se (1781-1859), who not only led a full life as a traveler and artist, but also succeeded in keeping a foot in both administrative camps — first as chamberlain to Napoleon's Empress Josephine, later as inspector

general of Fine Arts to Charles X of France.

"French Painting from 1800 to 1850," Hazlitt, Gooden and Fox, 38 Bury Street, St. James's, SW1, to April 19.

French painting for a century from the late 1850s is splendidly presented in 10 of the 14 paintings left to the British nation in "The Kessler Bequest" at the Tate Gallery. Mrs. A.F. Kessler, who died last year at the age of 93, was a major collector of European art, and a friend as well as patron of many contemporary artists. Examples in the bequest, which after all the current separate show will be assimilated into the general collection, include Dussan's "The Serenade" (c. 1858); an especially fine Degas pastel, "Woman in a Tub" (c. 1885); a 1901 still life by Renoir, "Peasants and Almonds," and an enchanting nude of 1914-15, "Nude Having a Siesta," for whom the model was Renoir's later-day favorite Madeleine Bruno; a Matisse seascape of Antibes; and three works by Mrs. Kessler's friend Raoul Dufy, including "The Harvest" (1929) and a sketch for "The Kessler Family on Horseback," a major group portrait, the master version of which is ultimately to be given to the Tate Gallery by the Kessler family.

"The Kessler Bequest," The Tate Gallery, Millbank, SW1, to April 29.

Christie's Sales in 1983 Soar

The Associated Press

LONDON — Christie's, the art auction house, this week reported record sales in 1983 of £261 million (about \$374 million), with pre-tax profits of £9.7 million.

Ana Mendieta's Sculpture Reliefs of Baked Earth Exhibited in Rome

By Edith Schloss
International Herald Tribune

ROME — Ana Mendieta's sculpture reliefs made of baked sand or earth immediately dominate the space they inhabit. Flat on the ground like tiled fields, curving or slowly undulating, they plainly refer to old rituals dominant in our consciousness, but are completely modern. The material, cleanly outlined in the shape of the female goddess, the eternal leaf shape of the female genitals or more abstract derivations of either, is basic.

In a time when so many materials are contrived or artificial, this use of the oldest art materials, and the piling down of form and ornament to essentials, are refreshing. The statement of this American born in Cuba is blunt and direct, but romantic. Her simple sculptures, though relying on primal form, are firmly connected with contemporary awareness, celebrating woman as a rounded entity and

humankind as indebted to and surrounded by the forces of nature.

"Ana Mendieta," Primo Piano, Via Panisperna 203, Rome, to April 30.

Of all the exponents of the new Mediterranean doomsday school — the Transavanguardia — now properly emboldened by the art of establishment, Enzo Cucchi is the most prominent and also the most convincing.

In the Mario Dacomo gallery, where the one-work show is now a common practice, there is an all-time installation. It consists of a single canvas, which looks like an upright slate from which little gobs of paint are sliding. On closer inspection the little gobs reveal themselves as painted death heads. An iron object — helmet or pot — is attached to the top of this canvas, resting on a heap of charred newspapers.

Besides this lugubrious assemblage there is also a drawing: more death heads sliding after an upside-down man who is zooming head-on into a bleak landscape underneath him. This small dream in charcoal has a peculiar strength and attraction.

"Enzo Cucchi," Mario Dacomo, Via Vittoria 60, Rome, to April 30.

Criticizing pictures in galleries is a matter of comparison. Comparing Alberto Parrez's work to a lot of art in local galleries — much of it without claim, repetitive and deadly earnest — one finds in this young Spaniard's offerings an endearing freshness.

With a fabric of bright electric color he covers canvas or paper.

Fragments of images are united on a quilt-like vibrating surface, referring to fairs, parades, night clubs, and circus. Lights seem to flash on and off in this display of cheerful energy, which is the hardest thing to achieve. There are other young artists like Parrez in Paris and New York. Let us hope they can keep their looseness and bright spirit.

"Alberto Parrez," L'Indirizzo, Via dei Greci 40, Rome to April 30.

For many seasons one of Italy's most influential critics has organized shows in Acireale, Sicily, meant to be indicative of all current new styles. This time he has shipped the show to the mainland as well.

Jet-setting late pure abstraction.

Architecture, Bauhaus Featured in Photography Collections

By C.G. Cupic
International Herald Tribune

THE Canadian Center for Architecture has for more than 100 years collected photographs of buildings for documentary purposes. The photographs are precious not only for their historical value but for their artistic expression. In the early days of photography, negatives needed long exposures, and buildings were natural sitters that remained patiently still through lengthy sittings.

An exhibition of more than 200 pictures at the Pompidou Center follows the evolution of architectural photography, from early still-life compositions by the pioneers of photography to dramatic portrayals of New York by Berenice Abbott and Alfred Stieglitz.

The gift was made by Wendy Reeves, a native of Marshall, Texas, who married a Hungarian-born publisher, Emory Reeves, in the 1940s. The couple lived in a villa in France, where they built up their collection over the past four decades. Reeves died in 1981 and Mrs. Reeves still lives in France.

"Un siècle de photographies d'architecture, 1839-1939," Pompidou Center, to April 12.

Photography was one of the major tools of the teaching program of the Bauhaus school from its beginnings in 1919, although it was an official part of it only for its last five years, from 1928-33. The carefully chosen works shown at the Museum of Modern Art of the City of Paris give a cross section of the rich, inventive variety of interests explored at the Bauhaus.

The discovery of unusual angles of recording the most banal objects created new frontiers of artistic expression. The inventiveness of László Moholy-Nagy, Florence Henri, Herbert Schürmann, Gyula Papp, Albert Hennig, Eugen Batz and many others at this exhibition

is still fresh today. Heinz Loew's untitled picture on the cover of the exhibition's catalog, showing a man standing in the huge shadow of a head in profile, is one good example combining different Bauhaus techniques into an expressive and mysterious portrait.

"Bauhaus — Photographie," Musée d'Art Moderne de la Ville de Paris, to May 22.

Before he adopted his wide-angle harshness, Bill Brandt was an accomplished photographer whose pictures illustrated the important news magazines of the day with reportage on social conditions in British cities. These romantic views of the English countryside reveal an almost forgotten period of his work.

"Bill Brandt: Literary Britain," Victoria and Albert Museum, Cromwell Road, London SW7 until May 20.

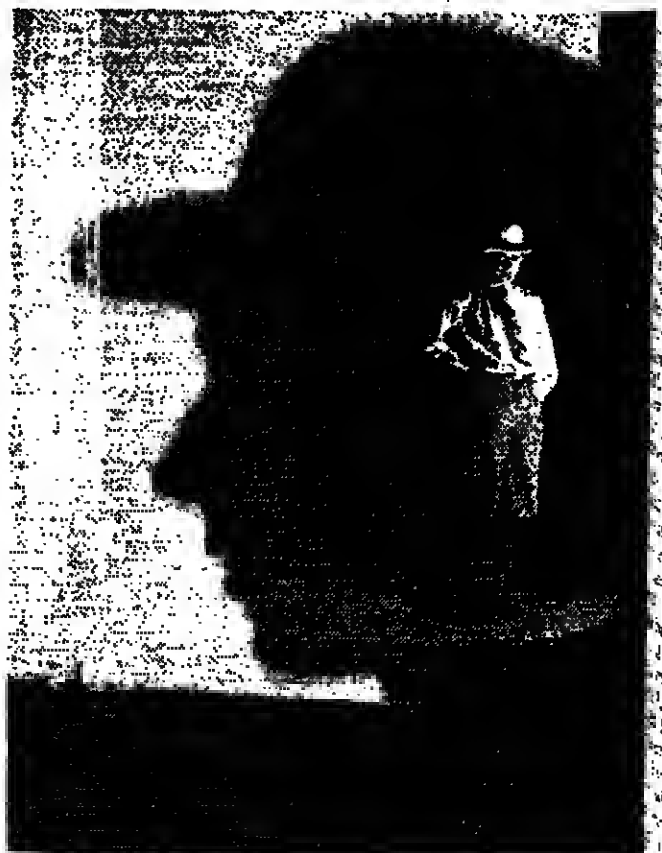
Grant Saves Paintings for Scotland

The Associated Press

LONDON — Four paintings from the Duke of Sutherland's collection have been purchased for just over £2 million (\$2.86 million) by the National Gallery of Scotland, where they have hung on loan since 1946, the gallery announced this week.

The state-funded National Heritage Memorial Fund donated more than £1 million to help keep the works in Britain.

The four paintings are Jan Steen's "A School for Boys and Girls," Tintoretto's "The Entombment of Christ," Lorenzo Lotto's "Virgin and Child with Four Saints," and Gerard Dou's "Interior with a Young Violinist."



Heinz Loew's cover photo for Bauhaus show.

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JAPANESE FASHION

SATURDAY-SUNDAY, APRIL 7-8, 1984

Page 7



The Japanese Look Is Off the Runway and on the Street

PARIS — "Fashion does not exist," Coco Chanel maintained, "unless it goes down into the streets."

If, in fact, the trip from the runway to the rue takes the theoretical into the realm of every day, then the women on the streets of Paris have given fashion validity to the efforts of Japan's corps of avant-garde designers.

The fact that French women rarely assimilate fashion literally makes them the object of particular interest and scrutiny. And their attraction to the "easy" or "other" dimension designs from the likes of Rei Kawakubo (Comme des Garçons) and Yohji Yamamoto (Y), for example, is no exception.

The ubiquitous presence of Japan's so-called

"new wave" look almost never occurs as a total turnout, but in bits and pieces — unless, of course, one is observing a fashion groupie. And there was no shortage of them during the recent fall/winter prêt-à-porter collections in Paris.

But the Parisian street scene is something else and gives visible credence to the argument that has continued to focus on these clothes: when broken apart and reassembled with smaller, more controlled tops or bottoms, they do, indeed, offer another dimension to dressing.

Kimono-shaped jackets are layered over V-necked sweaters, which are on top of simple white T-shirts à la Fruit of the Loom undershirts. The waist is gently sashed with a scarf or length of fabric so the effect is soft, but not

sloppy. Below the belt the choices run the gamut from tight jeans to eased long straight skirts.

Other departures from the literal include: bright colors instead of the characteristic black, blue-black and charcoal. Hair is not coiffed in a disheveled end-of-the-world do and makeup application eschews the battered and bruised palette of grays, purples and blues.

What the French women seem to have managed to pull off is the combination of a sense of freedom, which the looseness of these Japanese-inspired clothes impart, with a certain Western sensuality, by bringing the material in to the body. And all this with a stamp of individuality or style that makes fashion interesting, and then in turn gives the designers new ideas.

—LETTIA JETT

What Next Is the Big Fashion Question

By Hebe Dorsey

PARIS — For the Japanese fashion New Wave, the turning point is now. Some observers feel that the Japanese have gone as far as they can and that the whole thing is about to fade away. They claim the Japanese have merely been copying the anarchy of London street styles, sprucing them up with unusual fabrics and colors. They say that Japanese designers have nowhere to go and that, in the recent prêt-à-porter collections, they failed to live up to the impact they created six months ago.

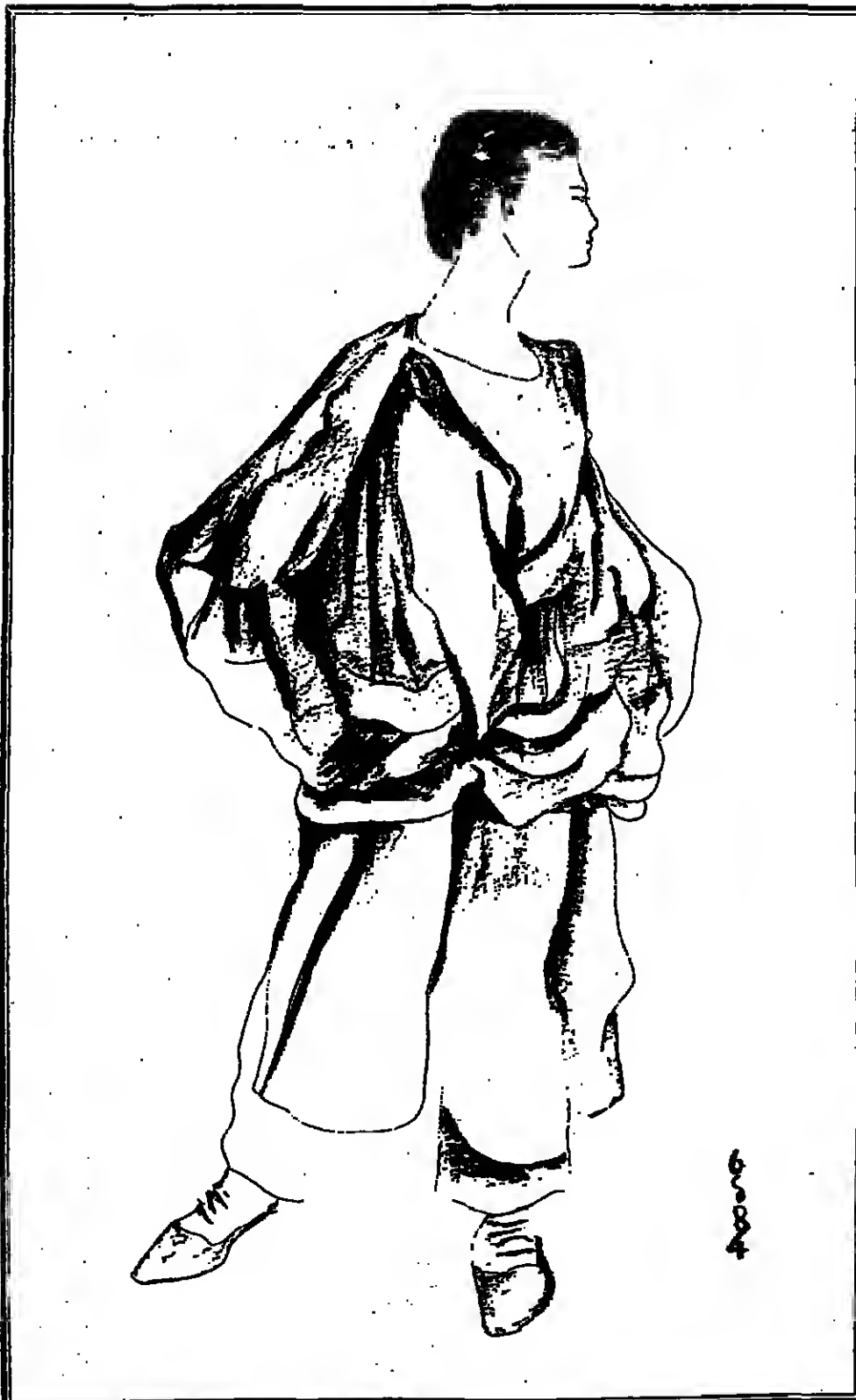
Still, many fashion pros feel differently. They argue that the Japanese have done very well for themselves, if only in terms of getting world recognition. They point out that they have already been vastly influential and that even department stores have had to rally around and make room for Japanese designers. They argue that the Japanese have turned fashion around with the archaic notion that what you wear is not that important. Conservative, but equally hard-boiled retailers, are also keeping a close eye on the Japanese fashion phenomenon.

Take Anita Smaga, a successful retailer from Geneva, whose staples are neat and tidy classics such as Ungaro, Valentino and Saint Laurent. Although she finds it hard to understand the Japanese, "there is no question that they have made quite an impact," she said. "They deserve their success. If they had designed traditional styles and gone the conservative route, they would have been ignored and dismissed as vulgar copyists."

Although a year ago, Smaga would have found the Japanese impossible to sell, she said that now she wants to wait and see. "I'm waiting for them to settle down and go a step further," she said.

What many Westerners fail to remember is that the same Japanese designers who seem to have exploded on the world fashion scene out of nowhere have been established and successful in their own country for well over a decade.

Takeo Hosaka, who has been with Seibu department store for 23 years and has been the store's Paris bureau manager for the last two, said the Japanese's greatest success is "right here in Japan where we have been selling them for over 10 years. Even people like Bigi and Nicole, who don't show in Paris, are enormously important to our market." (Seibu has been in Europe for 20 years, maintains offices in Paris, London and Milan and has been buying all the important Eu-



ropean designer labels, including Missoni, Saint Laurent and Mila Schon.)

Hosaka feels that part of the impact of the Japanese on the Western world is due to "their talent for presentation. But there is a great deal of difference between the runway and business. When you see the Comme des Garçons collection, with all this wild music and make-up, it looks exaggerated. But the clothes themselves are not exaggerated."

Hosaka expressed no doubt that the Japanese are here to stay. Their success, he believes, is due to their mobility. Pointing out that the Japanese travel a great deal more than,

say, the French, he said: "The Japanese understand the modern world. They understand Europe, the United States. They absorb international influences and mix them together."

Asked if he did not feel that, in that respect, the French were limited, Hosaka said: "It is different. The French have character, imagination. If they understood China, Japan, India, it would be something else."

Hosaka also explained the Japanese success with the fact that the Japanese "don't think of just fashion. They think about life as a whole — culture, habits, nature, just like a writer," he said.

Looking way into the future, Hosaka, with typical Japanese business insight, predicted that the Japanese still have a long way to go and that does not mean West.

"Our biggest success will be in China, 10 years from now," he said. "The Koreans are also following us, but the Chinese will be far more important. The Chinese will be our biggest market, right after Japan, because the Chinese come from a very different world. They have imagination and work hard."

"When the Chinese have more freedom, it will be something quite extraordinary. It is already happening with sports."

Customers Love American Sportswear

By Coralic Curtin

TOKYO — Japanese fashion designers might well be the latest trendsetters on the international fashion scene, but in Japan it is still American-style clothing that makes the biggest dent in fashion sales. Sixty years ago, the kimono was everyday wear for Japanese women; today it is skirts, blouses, jackets and jeans.

The Japanese are big spenders when it comes to clothes. One survey maintains that the average Japanese woman has a wardrobe of at least 100 skirts, blouses and other outerwear. Government statistics show that clothing accounts for about 75 percent of the average household's spending, or about \$1,000 a year. Most of that goes on sportswear.

"American fashion is closest to the needs of the modern Japanese woman today," said Oscar de la Renta, who was in Tokyo last month to show his 1984 spring collection. "It is practical, and suits her style of life more than European fashion," he said.

American fashion has a relatively short history in Japan. After World War II, French designers such as Christian Dior and Hubert de Givenchy were popular for their elegant styles, but by the 1960s, when the Japanese had more time and money to spend on leisure, they began looking for more practical clothing.

"At first their interest was in active sportswear, coinciding with the Tokyo Olympics in 1964," said Reizo Maki, general merchandise manager for women's wear at Isetan, a leading Tokyo department store. "Polo shirts and sportswear with names like Arnold Palmer became popular. Then people began looking for more sophisticated clothing to wear to town and to the office. By now U.S. designer sportswear was becoming popular overseas, and after the oil crisis it became attractive in Japan because there were no equivalent designers who could coordinate tops and bottoms."

Among the first designers to arrive on the scene were John Weitz, Oscar de la Renta, Calvin Klein and Ralph Lauren. They were followed later by a host of designers such as Bill Blass, Perry Ellis, Norma Kamali and Anne Klein. According to one estimate there are now nearly 30 U.S. designers selling in Japan.

At first the designers tried to import their U.S.-made clothes directly into Japan, but it did not work. For one thing clothes tailored to fit Americans did not fit the smaller proportioned Japanese. It was also an expensive proposition. By the time shipping costs, import duties and distribution charges had been added in, the clothes were about three times the price they were selling for in the United States.

Another problem was, and still is, the sewing quality of U.S.-made

clothes. Japanese customers will not buy clothes that do not have straight seams or have too few stitches per inch.

"The Japanese are almost too picky about sewing quality," said Michiko Kasegawa, a buyer of women's apparel with Seibu department store. "Quality control on sewing is much tighter in Japan than it is in the U.S."

When it became clear that it was going to be much easier to sell the design than the product, a licensing program was established, and today more than 90 percent of U.S. designer clothes sold to the Japanese are made in Japan under license.

Marketing the designer clothes is a rather different exercise in Japan. In Japan, leading designers are sold exclusively by different department stores. For example, Seibu sells Ralph Lauren, Isetan sells Calvin Klein, and Mitsukoshi, the oldest department store in Japan, has the exclusive right to sell Oscar de la Renta.

The stores that do have exclusive arrangements with a designer work hard to promote that designer.

"We spent \$1 million on promoting Oscar the first year we began selling his clothes," said Ken Yamagata, merchandise manager for women's apparel with Mitsukoshi. "Now we have a good working relationship with him. Our buyers go to New York four times a year. They will discuss fabrics, colors and designs with him, then come back to Japan with the sketches and begin production in Japan. Mitsukoshi also brings de la Renta to Japan twice a year to show his collections."

Mitsukoshi now sells about \$100 million a year of Oscar de la Renta products, including menswear, womenswear, shoes and handbags. And although the Japanese generally have more conservative tastes in clothes than Americans, there is no modification in the design in suit the Japanese market.

"I don't have to make any radical changes to sell my designs here," de la Renta said. "Any changes are mainly things like altering the length of the sleeve. The main difference is what they buy. For instance, I am probably best known for evening clothes in the U.S., but this is not part of the life of most Japanese women. Japanese men and women do not have a public life together as it exists in the West, and women do not go out with their husbands in the evening. So most of the clothes I sell here are for daytime wear."

In fact, American-style daywear sells so well in Japan today that it is not only the designers who are popular. Stores like Paul Stuart and Brooks Brothers are among those who are now doing increasingly business in Japan. Brooks Brothers began in Tokyo five years ago, and now has seven stores in Japan. In its first year of operation, sales totaled \$1.3 million. Now they are \$13 million.



A kimono-clad shopper peruses Calvin Klein department.

"Brooks Brothers sells here because of the increasing amount of travel by Japanese people," said Toshio Motoki, general manager of Brooks Brothers Japan. "They recognize Brooks Brothers as a high image store in the U.S., and they look for it when they come back to Japan."

Brooks Brothers Japan actually sells to a much younger clientele than its parent company in the United States. Most of its customers are in their 20s and 30s, the same age group that buys American designer fashion in the department stores.

As a result of the popularity of U.S. fashion in Japan today — both designer and brand — many observers believe the market is in danger of becoming oversaturated, and it is also getting increasingly difficult to break in to Sears World Trade, which set up business in Japan about six months ago, has been trying without success to sell Cheryl Tiegs and her clothing line.

Not everybody agrees the market has reached its limit. The department stores continue to hunt for new designers — and while coordinates are the most popular U.S. fashion in Japan, there are still areas that have not been explored in this market by the designers, such as dresses, coats and fashion accessories. As Mr. Yamagata of Mitsukoshi said, "We are interested in anything that will sell."

In the meantime, competition between the department stores is stiff, and designers who do not make the grade are dropped without a backward glance.

"We operate a policy of scrap and build," said Isetan's Maki, who admitted Isetan has dropped three U.S. designers in the past. "We will get rid of designers who become stale. Sometimes designers whom we thought were promising don't work out and we drop them because we have to make a profit. We are looking for creativity, but once it is not up in an acceptable level then we must eliminate that designer."

These days, the department stores can afford to take that attitude. When they first began selling U.S. designers there was a certain amount of prestige involved, and the stores were able to play on their customer's love of things American.

But while that may have been true in the past, the Japanese say it is no longer true now. "We don't have to import cars, or cameras or clothes these days," Isetan's Maki said. "We can make these things ourselves now and Japanese goods are often better made. Because it is functional, practical, easy to wear and useful. And designer clothes sell in Japan for the same reason they sell anywhere else — people like to buy a name."

JAPANESE FASHION



How to Put It All Together Is the Major Theme of Japan's Fashion Magazines

By Terry Trucco

TOKYO — More than 3,000 magazines are published in Japan, so it is no surprise that a nation this clothes-conscious supports at least 30 fashion magazines.

As a group, these are distinguished by their eclecticism. Japanese fashion magazines can veer to extremes, from audacious Ryuko Tushin, with "ambience" photographs which can stress mood over image clarity, to a staid catalog-like format for teens.

The rest fall in between. Mode et Mode, at 38 one of Japan's oldest fashion publications, and 24-year-old High Fashion rely strongly on runway shots to show new designs from Japan and abroad. Sprightly So-en, a 48-year-old monthly, distinguishes itself from other teen fashion magazines by stressing home sewing and design, and even including patterns.

More and With, two successful if strangely named new magazines, display wearable, affordable fashion aimed at working women in their mid-to-late 20s. The conservative 25ans, which includes both costly international fashions and kimonos, is directed at the mid-30s woman who "works at a first-class corporation for about three years, then quits to marry a rich

man," is the way editor Kiichiro Toda describes the magazine's point-of-view.

In addition, Japan boasts its own editions of France's Marie Claire and Elle, and from the United States, Women's Wear Daily and W; these reprint stories from the originals in Japanese, supplemented with their own editorial material. "There was a boom in foreign magazine tie-ups a few years back when Japanese editors were looking for new strategies and ideas," Marie Claire editor, Kazuhiko Shirasahi, said.

The trend continues. In May, French Vogue, which currently enjoys a 20,000 circulation in Japan, is put out a 62-page Japanese fashion supplement, to be published four times a year. By autumn of 1985, Vogue hopes to launch a full-fledged Japanese issue.

Perhaps the most stunning similarity among the Japanese fashion publications is the strict attention each pays to a narrow age group. An-an, a lively fashion weekly, attracts some 650,000 readers, mostly between 20 and 24-years-old. One-time rival Non-Non, with over one million readers, saturates the 17-to-20 market. Can-Can and JJ reach slightly younger teens, while More, with Marie Claire and Elle, focus on the mid-20s. The late 20s and early 30s

age groups are handled by a quartet of new combined lifestyle-fashion-career-home publications, including the brasserie Free, which features a monthly male nude.

Such narrow target audiences are one reason for the plethora of fashion magazines. When Ryuko Tushin's readers started getting younger, now aged 15 and 20, the company, owned by fashion designer Hanse Mori, launched FN, which stands for fashion news, in late back the 20-plus readership.

These limited audiences are the direct result of the way Japanese women buy clothes. For seven or eight years, between the late teens and mid-20s, Japanese women are encouraged to dress as adventurously and stylishly as possible. While at college or working, most live at home, get money from parents and spend much of their salary on clothes.

This buying orgy usually ends with marriage, when women are expected to pack away their trendy Yamamoto and Kawakubo styles and dress more conservatively.

A handful of magazines are aimed at ageless readers, notably Mode et Mode, High Fashion and W Japan. Women's magazines for the 40 and up group also include clothes. But their readerships are far smaller than those of young

Japan fashion magazines, and there are no true multi-aged fashion publications comparable to American Vogue or Harper's Bazaar.

The young Japan fashion magazines are a recent phenomenon — the combined result of the nation's postwar wealth and the Japanese fashion designers who came on the scene in the late 1960s. An-an, started as a monthly, was the first magazine to woo this new audience, and its editor Yoshihisa Kinameri still is referred to in the field as *cashi no tenshi* — a magazine genius.

An-an has adapted to the times, but most of the ideas introduced in its first issue, back in 1971, are mainstays.

Its colors, the work of art director Seichi Horieuchi, were cheery pastels, including one pulsating hue dubbed *An-an pink*, its name, which means nothing in particular but "sounds nice," as the Japanese say, was romanticized, a big deal at the time.

An-an also developed a distinct photographic style, part atmosphere, part how-to-wear, which has been assiduously copied but never bettered.

Such revolutionary visuals were supplemented by the latest "young" fashions, previously ignored by the fashion press: stories on emerging designers; beauty hints and lifestyle stories

— where to eat, vacation and show off your new clothes. An-an also featured stories licensed from Elle, in an effort to add some European cachet to its pages, a policy dropped in 1981. Elle Japan appeared the following year.

In addition, An-an initiated the close ties Japanese designers enjoy with fashion magazines. It helped launch designers Isao Kaneko, Rei Kawakubo and Mitsuhiro Matsuda.

The copies soon followed, led by Non-Non, launched the following year. The phrases *an-no zoku* and *an-non-no* soon applied to affluent, fashion-conscious women between 17 and 22.

True fashion followers and photography connoisseurs in Japan can supplement such reading with airfreighted copies of French, Italian, British, German and American fashion magazines, often priced as high as \$20 an issue.

Indeed, the lack of imaginative fashion photography often is mentioned as the Japanese magazines' main drawback. While top Japanese designers commission dynamic commercial photographs for ads, hand-outs and mailings, most magazines discount moody atmospheric photography for how-to-wear-it pictures. Magazine layouts also reflect this bow-to emphasis.

White space is kept to a minimum with tiny pictures to illustrate some extra detail. "The Japanese want to be taught, so the more hard-core information you can fit on a page, the better," said Jimmy Nelson, an editor at Brutus, a men's lifestyle magazine.

There are no creative fashion photographers like Helmut Newton, Guy Bourdin or Deborah Toubeville featured in most Japanese magazines.

The magazines use foreign and Japanese models with deliberate care. High fashion clothes and styles by Western designers are often modeled by blonde-haired foreigners, although less than in the past. "The Japanese are becoming more self-confident about the way they look in Western clothes," Akira Mori, Hanse Mori's son and associate publisher of Women's Wear Daily and W Japan, said.

Indeed, while such magazines as An-an and FN can be great fun to peruse, many readers feel Japanese fashion journalism is in the embryonic stage, more commercial and less sophisticated than in Europe and the United States. "The fashion magazines here haven't really developed their artistic sensibilities," Kyoko Michishita, a Tokyo artist, pointed out.

Kimonos Are Still Preferred Dress For Life's Cultural Rites of Passage

TOKYO — Western dress has been the preferred garb in Japan for more than three decades. But anyone who comes to Japan will quickly see that the kimono still thrives and occupies a unique place in society and culture.

To be sure, one will not see many daytime kimonos on women under 60, and the only men in kimonos tend to be sumo wrestlers and Shin-to priests. But for grand occasions and life's rites of passage, only a kimono will do. Industry observers speculate that almost every woman in Japan owns at least one kimono and many have several, usually for formal occasions. A typical bride's trousseau consists of four or five kimonos, exquisite gowns the woman may never wear.

Indeed, though industry officials grouse that the kimono's popularity is not what it once was, this is hardly a dying industry. True, the number of kimonos sold annually has dropped considerably, from around 58 million in 1973 to just over 29 million in 1982 according to the latest figures from Tokyo Orisho, a kimono makers' association.

Total sales have dipped since that time, too. But the 1982 estimated sales total of \$1 billion was

up notably from estimated sales of \$400 million in 1978. Price increases and continued demand for formal kimonos, which are considerably more costly than everyday kimonos, have kept the industry going.

Virtually every Japanese department store has a floor devoted to kimonos, with scores of narrow fabric bolts, each between 14 and 15 inches (about 35 centimeters) wide and 13 yards (about 12 meters) long, neatly stacked on tatami mats. Kimonos are always custom made: Each bolt makes one kimono.

Fabric quality, dye process and design determine price. A bolt of kimono wool costs around \$240, cotton \$40 and machine-print everyday silk, \$245. In contrast, formal silk fabric is around \$300. More than 10,000 tiny silk cocoons, each the size of a child's finger, go into each formal gown.

In addition to cloth, there is a litany of accessories, worth around \$200. They include: lining, undershirt, underskirt, waist pad, bow pad, obi board, sashes, *tubi*, *cori*, and so forth.

Then there is the obi, the wide belt that holds everything together, the belt that nine Japanese historians

wryly termed, along with the corset and the Chinese bound shoe, one of the three clothing wonders of the world. Bright-colored obis for a summer cotton kimono, called a *yukata*, start at \$30. Prices can soar to \$500 and more for hand-embroidered gilt-thread formal versions.

Today's high kimono prices are tolerated in part for status reasons. The well-dressed woman in full kimono regalia quietly informs all who see her that she is both mindful of Japanese tradition and comes from a family of means.

But formal kimonos have always been costly. In part because of elaborate workmanship found on the finest and also because this is a self-contained garment, needing no costly embellishments, such as jewelry or fur. In the past many served as family investments. Years ago when Konosuke Matsushita, the 89-year-old founder of Matsushita Electric, needed money to start his business, he sold his wife's kimono.

With a basic style that has not changed in over 300 years, tradition is a key factor in the kimono's current appeal. The basic symbolism also remains the same. Sleeve lengths indicate marital status, with the longest, measuring seven and four-fifths inches from the



ground when arms are outstretched, reserved for unmarried women. Bridal kimono sleeves touch the ground, but sleeves get progressively shorter as a woman ages, with a middle-aged married

woman's sleeves 20 inches from the ground.

Colors, too, have a message. The brightest hues the domain of the young and unmarried. Colors grow more subdued with the years: widows often appear only in browns and grays. Black is also the preferred shade for the married woman's formal kimono, which is embellished with five white family crests.

The kimono's place in Japanese culture is further enhanced by the finest examples — those crafted by fabric designers deemed official living national treasures — which are viewed as works of art. At the very least, such kimonos are the Japanese equivalent of European haute couture. The assue Japanese can recognize the work of Koko Mori-guchi, and Kotaro Shimizu as readily as the fashion-conscious Westerner can spot a Chanel, a Givenchy or a Saint Laurent.

Such kimonos are the product of elaborate fabric dyeing or stenciling techniques. Mori-guchi, a 73-year-old veteran dyeing master, produces 20 kimonos a month with the help of his well-trained assistants. No two are alike, and his patrons include Japan's imperial family and a number of celebrities. Department stores are always clamoring for more. But each sells for more than \$8,000.

—TERRY TRUCCO

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Prestige, Pragmatism and Profits Support East-West Fashion Link

By Jean Rafferty

PARIS — André Courrèges has been designing pasted-down clothes in which to face the future for more than 20 years. Add his avowed passion for "the country of the future" and a constant desire to be "always ahead of his time" and perhaps it was inevitable that he would be involved in an unprecedented venture with Japan.

Itokin, Japan's No. 1 ready-to-wear manufacturer, made history last year by taking a 49.89 percent participation in a member of the exclusive *Chambre Syndicale de Haute Couture* — thereby becoming the largest and only known foreign investor in a French couturier.

Courrèges' love affair with the Orient is obviously mutual. Next year he will design the Huitachi pavilion. And, in a separate deal, a Japanese sportswear firm, Decente, bought the brand name of Courrèges' Sport Futur, and has opened six European boutiques featuring the designer's sports clothes.

"We're starting gently," said the Descente France commercial director, Tom Toida. "The image of Courrèges is sun and pastel colors, so the first boutiques surround the Mediterranean — in Barcelona, St. Tropez, Cannes, Milan and Athens, with one in Paris on Avenue Victor Hugo."

From September, Descente will promote the Sport Futur label in the United States with the summer '85 collection.

It might seem an infallible recipe: Take one part efficient Japanese know-how, mix with an equal measure of prestigious Parisian chic, simmer over the steady fire of burgeoning Japanese consumer markets, and end up with a sweet souffle of golden profit. But as well as producing some three-star revenues, the marriage of Eastern business methods and eccentric Gallic creativity has burnt some fashionable fingers.

"Itokin has lost a lot of money in France through licensing arrangements," a company spokesman said. "Licenses signed when designers were producing good collections went sour when later lines weren't up to the same standard."

Vast differences between eastern and western markets also proved troublesome. "The Japanese woman measures 1-meter-60, about 5-foot-3 maximum," he pointed out, "which made the adaptation of French designs very difficult. We found it wasn't enough just to make smaller sizes." Frequently decorations had to be scaled down and colors modified. "And in Japan we present four or five collections a year — spring, summer, autumn, winter and holidays — which means five fashion evolutions, in

contrast to two collections a year in the West."

However, Renown, the ready-to-wear group, has a licensing deal with the French designer Mic Mac that led to a successful long-term liaison. When Mic Mac wanted to raise more capital in 1961, it turned to its Japanese licensee, and Renown has held a 17-percent share of the French company ever since.

These fashion connections can be changeable and elusive. Kashiyama, the No. 2 manufacturing company in Japan, with more than 150 brand names, first licensed, then manufactured, French designer Jean-Paul Gaultier for a time. Tokyo Style, another ready-to-wear giant, opened Mosaique, a Left Bank boutique, four years ago. "A question of prestige, and a foothold in Europe," said the director, Brigitte Rougier. The shop, exclusively dedicated to French designers such as Guy Paulin, Max Mara, Lil pour l'Autre and Poppy Morani, may soon expand into a chain of boutiques throughout France.

Other Japanese fashion firms, such as IOIN and fabric manufacturer Longchamps, who also do Hermes and Céline look-alike accessories, have Paris offices primarily to scout fashion trends.

Jean-Jacques Picart, fashion marketing, promotion and development consultant (Hermès, Chloé, Jean Patou and Jean-Charles de Castelbajac are clients) has traveled to Japan three to five times a year for the last 10 years. He sees a disturbing evolution in their French investment strategy.

"The first step was to buy licenses and pay royalties to French designers," Picart said. "Then the actual French garment was imported unchanged. It was expensive, luxurious and highly taxed, but the prestige and label stayed intact. The third tactic was to buy at the source, become a retailer — like Tokyo Style's Mosaique boutique — so to be first informed of fashion directions — a form of industrial espionage without complexes."

Kashiyama's director Yoshio Nakamoto demurs. "It's exciting to be here in the mecca of fashion. It's not just a strategic way to copy. To have a boutique in Paris and to make a profit is a very serious business."

Picart admits part of the reason some influential stores like Seibu and Takashimaya — which introduced many big French names to Japan — have recently "frozen" development of their French design licenses citing the economic crisis, while promoting Japanese designers, can be blamed on haphazard French business practices.

"The Japanese are tired of investing their money in French fashion, because French designers don't deliver on time. We've got lots of ideas, real creative flair, but

the French weakness is lack of business discipline. When the Japanese ask for a prototype on March 8, they don't mean March 15."

French fragrances, many U.S. owned, and beauty products present a different collaborative challenge. The Japanese perfume/cosmetic market, worth nearly \$4 billion, is second only to that in the United States, but it is very different in character. Most fragrance, for example, is sold as a component of hair or beauty products, not as individual perfumes. This has made the Japanese hesitant to invest abroad.

Shiseido, Japan's leading cosmetic company (its 36.4-percent market share makes it second worldwide to the U.S. Avon) marked a new departure in Japanese investment strategy when it went into a 50-50 partnership with the French laboratory of Pierre Fabre (Elnecy, Galenic, Klorane and Ducray beauty and hygiene products sold in pharmacies) to create Shiseido France.

The French designer, Serge Lutens, was made artistic director, redesigned the packaging for Shiseido's makeup "Moisture Mist," updated cosmetic color palettes, and created the international Shiseido advertising campaign. Lutens also presided over the birth of Shiseido France's first fragrance, a floral fragrance called "Nombres Noirs," which was launched simultaneously in France and Japan in September 1982, and will come out in the United States next year.

Negotiations, too, are in the final stages for a Shiseido purchase of the luxury French leathergoods name, Céline, which is to be used on a status line of beauty and fragrance products.

The giant conglomerate of Kanebo, whose cosmetic division is Japan's second biggest, has set up a Paris research lab staffed with Japanese perfumers and French chemists to develop products for the European market. Kanebo's new perfume, Kyoto, designed for Europe, will soon be in the shops. Pola, Japan's No. 3 in cosmetics, is expected to move into Europe next year.

Finally, one French company that has tackled the Japanese at their own game. Leading cosmetic packager L'Oréal (L'Oréal Paris) bought the rights for a revolutionary packaging process from Yoshida, Japan's biggest packager and Shiseido supplier, and has reaped a star-studded clientele. Big names like Ciane, Guerlain, Saint Laurent, Max Factor, Charles of the Ritz and Estée Lauder have switched to the new process which gives plastic pots and bottles the same transparency as glass, and integrates decorative elements into a one-step molding.

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JAPANESE FASHION

Scholars Examine Cultural Nuances

By Barbara MacLaurin

PARIS—What are the Japanese really like? What are they really thinking? The West wants to know because the Far East is no longer as exotic, it is here. Even in Japan, the young Japanese are asking themselves: "Who am I and what do I want?" — questioning the traditional attitude that it is not the individual that is important but rather the "we," the society, the company, the family.

"To understand the Japanese, one must keep in mind two things," said Chie Nakane, an anthropologist at the University of Tokyo. "One, they are never rational and, two, their thoughts are constantly changing." Something else to keep in mind is the word *wa* (harmony), which is the ultimate goal whether one is arranging flowers or managing a multimillion-dollar business.

A seminar on creation in Japan today, at the Ecole Normale Supérieure, one of France's most prestigious graduate schools, started with a French documentary film on Japan in which more than 20 million words such as "coolest" and "battle" are used in describing Japan's economic boom. Gerard Coste, from the French Foreign Relations Ministry, who is giving the course, said: "The militaristic vocabulary reveals the anxiety felt in France vis-à-vis Japan. The aim of the course is to go beyond the clichés based on fear and an inferiority complex. Instead of thinking of the Japanese as being militaristic or 'tricky,' we would do better to study their psychological history."

Coste will discuss the three great religions on which the Japanese civilization is based: Confucianism, the search for harmony goes back to Confucius in China, who codified relationships between prince and subject, parents and children, husband and wife, the old and the young. Shintoism (the relationship with nature, everything in nature is a *kami*, or soul) and Buddhism the relation between the ego and he cosmos; the ego is not important.

But how did this spiritual thinking produce a dynamically efficient modern society? "In Japan the relation between the individual and the group is made easy by the notion of harmony," explained Coste, who lived in Japan for six years. "The minimizing of the ego permits the Japanese to do repetitive work more easily; with inflated egos everyone has his or her particular destiny and repetition is out. The persistence and dedication in work is linked to the *do*, or the way to enlightenment. For the Japanese to go to the office is a sort of *do*, promising quietness and fulfillment, which avoids the French drama, work as a malediction. It is Adam being told he shall have to gain his bread by the sweat of his brow; one is punished for 10 months of the year and then rewarded with two months of vacation."



come in, Yumiko Seki, a young reporter working in Paris for Japanese television, said she felt "lost" in Japan. "I felt I couldn't get anywhere, become someone important." She pulled out an article on a marriage agency in Germany recruiting Asian women. "They think they are good wives, obliging, that they will make the German men feel safe. Audacity is so repressed, but it can explode," she said.

"So Japanese men are machos?" "They would like to be but they don't really have the physical aspect; they want women to make them feel macho, and the women want someone virtuous, so they both play roles; it's a well-calculated

balance." While studying linguistics, Yumiko said she realized there was a language for men and one for women. "Ours is more polite, diplomatic; men use it when talking to a superior, someone older, to be more courteous. There are prefixes and suffixes that determine the sex of practically the whole phrase; they don't mean anything; they simply make what is being said sound more polite or more feminine, like adding 'o' before a word makes it more feminine."

Yumiko thought for a minute, then drew on a piece of paper someone driving down a road. "Ask an Occidental what he sees and he will say, 'a man driving a car.' Ask an Oriental, he will proba-

bly say there is a road, a car on it and someone driving; he conceives the world from what surrounds him, and then goes to the center, himself, and often he doesn't get to himself. The West for me is individualism, a test of wills. In Japan it is hard to find a test of wills. She added: "Although I recently met some Japanese businessmen who talked not in the usual abstract way but very concretely about their business; I was surprised by their frankness; it was as if I were talking to Frenchmen."

need to make more money. I don't want to have to think about how to spend money. This has been a very busy period. Bodyworks (his fashion spectacle/traveling exhibition) was exciting to do, and successful. I need time to think, that is what I will be doing now."

Each of the major Tokyo department stores has an affiliation with a Paris design house. The workrooms of Saint Laurent at Seibu, Givenchy at Daimaru, Nina Ricci at Matsuzakaya and Ungaro and Lanvin at Mitsukoshi — all are busy with ballgowns for the upcoming cherry blossom ball next month. There is a strong haute couture turnout for this social event.

And speaking of strong turnouts, Oscar de la Renta's collection brought out a crowd of ambassadors and socials for an evening charity benefit show. Oscar, who comes to Japan in the spring and fall for his shows, said that this was his 18th trip. What does he think about the strength of Japanese fashion? "I think it depends on your paper," he told the reporter whose paper is noted for its opposition to the Japanese looks. "The young like it, but it's expensive."

U. S. Retailers Teach Salespeople How To Sell Complicated Clothes

By Sherry Romeo

NEW YORK — When Charivari Workshop, a high-fashion specialty store, opened on the Upper West Side a year and a half ago, its store windows featured mannequins shrouded and hooded in layers and layers of black. Crowds strolling on Columbus Avenue gathered to gape. "So now you have to pay a fortune for rags," said one onlooker. The Japanese designers had arrived in New York with a hoot and a howl.

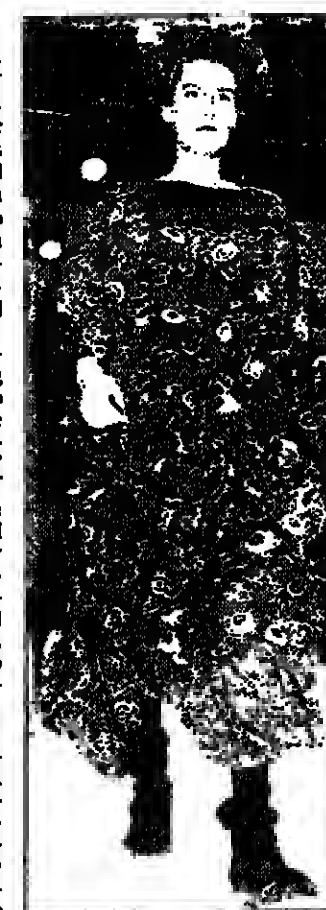
Today, the look is basic, not bizarre, and the only ones laughing are the fashion-forward stores who had it first. "In 17 years I have never done as well with any designers as I have with the Japanese," said Selma Weiser, co-owner of Charivari. "The response has been incredible, really amazing," said Macy's fashion director, Terry Melville. Henri Bendel, Bloomingdale's and Saks Fifth Avenue report the same phenomenon. And Barney's believed strongly enough in the Japanese designers to set up The Tokyo Shop. Assistant manager Jon Giswold reported: "We can't buy enough."

Until recently Japanese designers of note were limited to two, Kenzo and Issey Miyake, the pioneers for a country whose world-design contributions seemed limited to the kimono sleeve. To many this new generation is still anonymously lumped together as "the Japanese designers," but to the cognoscenti they have names — Kansai, Yohji Yamamoto, Rei Kawakubo, Matsuda, Hanae Mori.

The Japanese gave us a whole new way of looking at clothes. "What they did was outrageous; they turned everything inside out and wrinkled and crinkled. And everything was black, black, black or gray, gray, gray. It was a powerful statement," Macy's Melville said. Charivari Workshop's manager Gary Baron said: "We are working with tomorrow today."

Granted, it takes a while for the eye to get used to the shapeless silhouette, the layer upon layer of colorless clothes that camouflage the body rather than focus on it. That is because Japanese design reflects a cultural attitude that views clothes as something to cover the body, not to enhance sexual attractiveness.

It is a look that is not for everyone — "and that is the point," Giswold said. "It is a revolt against the boring. No two people, even wearing the same clothes, look the same." Baron added: "It takes a



Comme des Garçons' floral wrap-up for fall.

special customer to appreciate it." And about \$400 to \$600 to buy the head-to-toe look. But, relative to other styles, price is no problem. One buyer said, "You can't put yourself in a Ralph Lauren or a Giorgio Armani for what you can dress yourself in the Japanese."

Salespeople describe the "average" customer as "sophisticated," "forward-looking," "high fashion," even "free-spirited." "She is a professional woman with an independent spirit who knows exactly what she wants," said Joanne Siff, manager of Comme des Garçons, a Soho store that sells only Rei Kawakubo, Henri Bendel's vice president and merchandise director, Jean Rosenberg, added: "She is international in her concepts."

While customers may share a certain mental outlook, that is all they have in common. The buyer could be any age — from 17 to 60 — and any shape. In fact, the one-size-fits-all flowing clothes have

brought in the less-than-svelte fashion-conscious. "It gives larger people a chance at high fashion for the first time," said Barbara Sully, a size 16-plus, who was shopping at Macy's. "We expected a much more limited audience," admitted Elin Saltzman, vice president, corporate fashion director of Saks Fifth Avenue.

On the other hand, special sales techniques play a part in the success of a look that seems like putting together a jigsaw puzzle. Every store surveyed requires its salespeople to take lessons so "they can educate the consumer," Siff said. "Salespeople have to know how to explain how to put them on and whether it is inside out or backwards," Saltzman said.

Initially, customers needed to invest extra time to try the clothes on and to experiment with the look. "It's a visual trial-and-error process," Siff explained. But once in the clothes, under the tutelage of a trained eye, customers are sold by the natural fibers, the workmanship and lines, and the way the clothes feel and hang.

Not everyone is sold on the Japanese, however. Lord & Taylor, a bastion of conservatism, adheres to an American designer-only policy and carries "only a piece here and there of the Japanese" — and Kenzo, not because he is Japanese but because "he is classic," according to Catherine di Montezemolo, Lord & Taylor's vice president, director of fashion.

Kenzo, who left Japan 18 years ago to live and work in Paris, is considered by many to be more French than Japanese. He opened his own boutique on Madison Avenue in August; it is doing so well that his partner, Xavier de Castella, reports they are already considering other locations in Manhattan.

Will the look endure? Terry Melville said: "Right now the Japanese designers have peaked, but what has happened is that they have created a totally new movement in fashion. Just as we can look back and say that in 1954 Dior created the New Look, we'll look back on the '80s and say it was the early Japanese movement."

But perhaps a salesgirl had the final say. One Sunday a man wandered into and looked at Gilda Santana's outfit from head to toe and shook his head. "I don't understand what you are wearing," he said.

"What don't you understand?" she asked him. "It's not a look, it's a lifestyle."

New Wave Fashion Is Still a Topic for Debate

By Gloria Noda

TOKYO — Cocktail party talk in Tokyo skips from describing the recent earthquake as being just a good strong shake, to whether the Americans are going to hang tough about beef and orange import quotas, and on to how the cherry blossoms will be late this year, affected by Tokyo's unprecedented winter snowstorms and the present cold weather.

Others, circulating in the fashion-creative fields want to know how the Paris Opéra's Le Coq d'Or is doing, with its Japanese director, costume, and bits of No drama. Kabuki and dance inserted into the three acts, or they gamble on whether the Japan fashion fever is going to hold strong.

Japan has a real and sustained interest in everything foreign. The interest ranges from New York graffiti artists like Keith Haring, who has decorated the entire front of a building in Jinguamae (across the street from the Gallery Watari, which handles his work), to what is happening in ballooning.

American country singer Willie Nelson recently toured to packed audiences, and the movie "Carrie" is jammed at every showing. On the fashion front, Paris designer Jean-Charles de Castelbajac has just ended a day of three fashion showings, with his fashion fans paying a 3,000 yen (\$13.50) entrance fee.

The new strength of the yen — will it last? Whether the yen will hit 215 to the dollar is, rather naturally, a business obsession.

Jack Nicholson and Debra Winger have been to Japan to promote their Oscar-nominated movie, "Terms of Endearment," and endeared themselves to the salesgirls at Comme des Garçons by zipping through the clothes racks and purchasing "tons" of the advanced fashion.

The new young designer A.T. Atsuro Tayama) is admired by



Best-selling designer Mitsuhiko Matsuda.



Atsuro Tayama.

fashion editors, bought by European and U.S. boutiques, but is not generally available in Tokyo. His atelier is the place to view the girls who wear the newest above-the-ankle skirts with flat, laced shoes and hair cut in an ancient Egyptian style, short, and widened at the ears.

The really big fashion news is the emergence of color for spring — melon pink, pale green, light blue and flashes of scarlet. Even Yohji Yamamoto has a look of color to his spring line as it hangs in neat rows that were black, white or beige.

Jürgen Lehl, German but a recognized member of the young Japanese designer movement, always has used color. This year he does it in wrapped flared skirts with over-blouses and twisted turbans in an irregular thin stripe of mixed colors, the lines of the silhouette emphasized by hairline fringe.

Some of the best-selling of the advanced-fashion houses are not well known in Europe. Nicole, labeled Matsuda abroad, does the top volume, and is sold in London

at Harvey Nichols, and in chic U.S. stores, as well as at his New York boutique on Madison Avenue. Big is the next heaviest seller, with new and strongly wearable looks — not available overseas.

Pink House, which loves the 1950s revival, and is into smocked jumpers and short flared tops, is known for its polyester dresses, done with witty prints and a bit of an antique look with lace collars. Other designers sniff, but stores report that this styling sells like crazy.

The most exciting new shops are Issey Miyake's Plantation and menswear shops, stacked one above the other across the street from his major boutique, and Nicole's shop in Jinguamae, which opened last month with the best party of the season. One U.S. retailer remarked that it was the most attractive shop space he had seen anywhere in the world.

Issey Miyake opened his Plantation boutique with a nifty and relaxed party for friends, and said that he has no major plans for expansion at the moment. "I don't

need to make more money. I don't want to have to think about how to spend money. This has been a very busy period. Bodyworks (his fashion spectacle/traveling exhibition) was exciting to do, and successful. I need time to think, that is what I will be doing now."

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In Japan, the young do like it, and surprisingly, numbers of them throughout the country are wearing advanced fashion. There is no resistance to new styling in the provincial areas and sometimes there is greater acceptance than in the urban centers.

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NYSE Most Actives										
Symbol	Vol.	High	Low	Close	Chg.	Symbol	Vol.	High	Low	
AT&T	2,200	112.50	112.00	112.00	-0.50	IBM	1,800	105.00	104.00	104.00
IBM	1,800	105.00	104.00	104.00	-1.00	GE	1,500	45.00	44.00	44.00
GE	1,500	45.00	44.00	44.00	-1.00	AMC	1,200	25.00	24.00	24.00
AMC	1,200	25.00	24.00	24.00	-1.00	GO	1,100	15.00	14.00	14.00
GO	1,100	15.00	14.00	14.00	-1.00	DIS	1,000	35.00	34.00	34.00
DIS	1,000	35.00	34.00	34.00	-1.00	INTL	900	12.00	11.00	11.00
INTL	900	12.00	11.00	11.00	-1.00	WAT	800	18.00	17.00	17.00
WAT	800	18.00	17.00	17.00	-1.00	TRW	700	22.00	21.00	21.00
TRW	700	22.00	21.00	21.00	-1.00	AMT	600	28.00	27.00	27.00
AMT	600	28.00	27.00	27.00	-1.00	RTI	500	10.00	9.00	9.00
RTI	500	10.00	9.00	9.00	-1.00	WDC	400	16.00	15.00	15.00
WDC	400	16.00	15.00	15.00	-1.00	SPX	300	11.00	10.00	10.00
SPX	300	11.00	10.00	10.00	-1.00	WGL	200	14.00	13.00	13.00
WGL	200	14.00	13.00	13.00	-1.00	WAB	100	17.00	16.00	16.00
WAB	100	17.00	16.00	16.00	-1.00	WLT	100	19.00	18.00	18.00
WLT	100	19.00	18.00	18.00	-1.00	WAT	100	21.00	20.00	20.00
WAT	100	21.00	20.00	20.00	-1.00	WGL	100	23.00	22.00	22.00
WGL	100	23.00	22.00	22.00	-1.00	WAB	100	25.00	24.00	24.00
WAB	100	25.00	24.00	24.00	-1.00	WLT	100	27.00	26.00	26.00
WLT	100	27.00	26.00	26.00	-1.00	WAT	100	29.00	28.00	28.00
WAT	100	29.00	28.00	28.00	-1.00	WGL	100	31.00	30.00	30.00
WGL	100	31.00	30.00	30.00	-1.00	WAB	100	33.00	32.00	32.00
WAB	100	33.00	32.00	32.00	-1.00	WLT	100	35.00	34.00	34.00
WLT	100	35.00	34.00	34.00	-1.00	WAT	100	37.00	36.00	36.00
WAT	100	37.00	36.00	36.00	-1.00	WGL	100	39.00	38.00	38.00
WGL	100	39.00	38.00	38.00	-1.00	WAB	100	41.00	40.00	40.00
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WAB	100	73.00	72.00	72.00	-1.00	WLT	100	75.00	74.00	74.00
WLT	100	75.00	74.00	74.00	-1.00	WAT	100	77.00	76.00	76.00
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WAT	100	85.00	84.00	84.00	-1.00	WGL	100	87.00	86.00	86.00
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WLT	100	91.00	90.00	90.00	-1.00	WAT	100	93.00	92.00	92.00
WAT	100	93.00	92.00	92.00	-1.00	WGL	100	95.00	94.00	94.00
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WLT	100	99.00	98.00	98.00	-1.00	WAT	100	101.00	100.00	100.00
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WAT	100	149.00	148.00	148.00	-1.00	WGL	100	151.00	150.00	150.00
WGL	100	151.00	150.00	150.00	-1.00	WAB	100	153.00	152.00	152.00
WAB	100	153.00	152.00	152.00	-1.00	WLT	100	155.00	154.00	154.00
WLT	100	155.00	154.00	154.00	-1.00	WAT	100	157.00	156.00	156.00
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WGL	100	167.00	166.00	166.00	-1.00	WAB	100	169.00	168.00	168.00
WAB	100	169.00	168.00	168.00	-1.00	WLT	100	171.00	170.00	170.00
WLT	100	171.00	170.00	170.00	-1.00	WAT	100	173.00	172.00	172.00
WAT	100	173.00	172.00	172.00	-1.00	WGL	100	175.00	174.00	174.00
WGL	100	175.00	174.00	174.00	-1.00	WAB	100	177.00	176.00	176.00
WAB	100	177.00	176.00	176.00	-1.00	WLT	100	179.00	178.00	178.00
WLT	100	179.00	178.00	178.00	-1.00	WAT	100	181.00	180.00	180.00
WAT	100	181.00	180.00	180.00	-1.00	WGL	100	183.00	182.00	182.00
WGL	100	183.00	182.00	182.00	-1.00	WAB	100	185.00	184.00	184.00
WAB	100	185.00	184.00	184.00	-1.00	WLT	100	187.00	186.00	186.00
WLT	100	187.00	186.00	186.00	-1.00	WAT	100	189.00	188.00	188.00
WAT	100	189.00	188.00	188.00	-1.00	WGL	100	191.00	190.00	190.00
WGL	100	191.00	190.00	190.00	-1.00	WAB	100	193.00	192.00	192.00
WAB	100	193.00	192.00	192.00	-1.00	WLT	100	195.00	194.00	194.00
WLT	100	195.00	194.00	194.00	-1.00	WAT	100	197.00	196.00	196.00
WAT	100	197.00	196.00	196.00	-1.00	WGL	100	199.00	198.00	198.00
WGL	100	199.00	198.00	198.00	-1.00	WAB	100	201.00	200.00	200.00
WAB	100	201.00	200.00	200.00	-1.00	WLT	100	203.00	202.00	202.00
WLT	100	203.00	202.00	202.00	-1.00	WAT	100	205.00	204.00	204.00
WAT	100	205.00	204.00	204.00	-1.00	WGL	100	207.00	206.00	206.00
WGL	100	207.00	206.00	206.00	-1.00	WAB	100	209.00	208.00	208.00
WAB	100	209.00	208.00	208.00	-1.00	WLT	100	211.00	210.00	210.00
WLT	100	211.00	210.00	210.00	-1.00	WAT	100	213.00	212.	

BUSINESS ROUNDUP

Royal Dutch Lifts Bid for Shell Oil

By Robert J. Cole

New York Times Service

NEW YORK — To a move to oust employees of Shell Oil to sell a crucial block of stock, the Royal Dutch-Shell group is offering to buy their holdings at an estimated \$66 a share — more than being offered to other stockholders, papers filed in the Securities and Exchange Commission showed Thursday.

The proposal, in which federal income taxes would be partly offset by being offered to 28,000 employees, including top executives, will cost Royal Dutch nearly \$1 billion.

Acting over the objections of the company, which it already owns 70 percent, Royal Dutch is offering to buy all of Shell's stock at \$58 a share, or \$5.5 billion, the rest. The new provision Shell employees would raise the offer to \$66 a share.

Although no figures were used in SEC documents, the filing stated that Royal Dutch would work "additional cash" for loss of tax benefits.

It is Royal Dutch's position that the provision is "perfectly legal" and it is not to buy shares but to spend for a reduction in tax benefits.

Shell has already set up retirement benefits for employees to assist lower-cost capital gains treatment in the event of a merger with Royal Dutch. If they opted Royal Dutch's offer now before any merger — employees would become subject to higher taxes at ordinary income rates. The final payment would offset loss.

Employees who do not tender their shares now, however, would be guaranteed the additional payment later, if the two companies merge.

As related in Royal Dutch's papers, Shell employees in one benefit plan own 24.5 million shares, or 7.9 percent of Shell stock. Additional payments they would receive amount to \$195 million, or an average of nearly \$8 a share. Similar, unspecified payments, are also provided for employees in other benefit plans and executives with stock options.

Occidental Chief, Investor Have a 'Routine' Meeting

By Al Delugach

Los Angeles Times Service

LOS ANGELES — A private meeting Wednesday between Occidental Petroleum Corp. and David H. Murdock, a financier who is a major stockholder in the company, was "routine," an Occidental spokesman said Thursday.

Meanwhile, shares of the Los Angeles-based company dropped \$1.25 on Thursday, but trading volume diminished from the higher levels of the previous four sessions. Speculation that Mr. Murdock might plan a move to acquire Occidental followed his disclosure March 30 that he had raised his stake in Occidental common stock to 5 percent and might seek more.

A company filing late last week with the Securities and Exchange Commission also disclosed that Mr. Murdock recently was rebuffed by Mr. Hammer in a request to amend a "standstill" agreement limiting Mr. Murdock to no more than a 5-percent stake in Occidental securities.

Attached to that filing is a copy of a March 22 letter from Mr. Mur-

dock to Mr. Hammer, including a comment that Mr. Hammer was "unwilling to amend this [standstill] agreement to allow me to exceed the [5 percent] limitation by one-tenth of one percent."

Occidental's common stock closed Thursday on the New York Stock Exchange at \$32.75. A total of 952,400 shares were traded, making it the 15th most active issue.

Gordoo Reece, an Occidental vice president, said Mr. Murdock, who is also an Occidental director, had been at the company's offices "on routine matters" for a time Wednesday "in his capacity as a member of the executive committee," as were other directors.

Mr. Reece did not disclose the matters that were discussed. Noting that Mr. Murdock's offices are across the street from Occidental's headquarters, Mr. Reece said:

"Mr. Murdock comes over frequently to these offices. He is always here talking to Dr. Hammer and [Occidental's president, A. Robert] Abboud."

Mr. Murdock was not available for comment Thursday.

Petro-Lewis Sets \$680-Million Property Sale

New York Times Service

LOS ANGELES — Petro-Lewis Corp. said that it had reached 11 agreements to sell several of its oil and gas properties for about \$680 million.

The arrangements will reduce the heavy bank debt of Petro-Lewis, a major marketer of oil and gas partnerships, by about 64 percent and greatly ease its cash constraints, Jerome A. Lewis, chairman, said Thursday.

"They will still limp along for a while, but this is going to help them tremendously," said James T. Marlin, an analyst with Boettcher & Co.

Petro-Lewis said in February that it had halted sales of oil partnerships and had reduced payments on existing investments until it solved a mounting cash-squeeze problem. At that point, as much as 90 percent of all money produced from drilling was committed to paying off more than \$1 billion in bank loans within seven years.

The company estimated that the sales covered the equivalent of 82 million barrels of crude oil reserves in 44 of 171 major fields it owns.

Mr. Lewis said the company ultimately intends to sell nearly one-third of its reserves, including 25 percent of its reserves in the 171 largest fields, plus all interests in 800 other fields that represent less than 10 percent of Petro-Lewis's total reserves.

U.S. Synthetic-Fuels Agency Makes First Big Aid Awards

By Robert D. Hershey Jr.

New York Times Service

WASHINGTON — In its first large-scale financial commitment to the infant synthetic-fuels industry, the U.S. Synthetic Fuels Corp. has announced \$4.38 billion in aid to six major projects.

The corporation, which is struggling to avoid congressional revocation of its charter, Thursday issued loan and price guarantees, including one that underwrites synthetic crude oil at \$67 a barrel, more than twice the current market price.

Until Thursday, the quasi-governmental corporation had made just one award to its three-and-a-half-year existence: a \$120-million price guarantee for a coal-gasification project in California that is far smaller than the commercial-scale enterprises that the corporation was created by Congress to finance.

Thursday's decisions represent an effort by the corporation to justify its continued existence as a time of ample oil supplies and congressional complaints about how the program is being run.

Earlier in the week, some members of a House subcommittee called for the resignation of the corporation's president, Victor M. Thompson Jr., who formerly headed Ullca Bankshares Corp. of Tulsa, Oklahoma. Federal banking regulators criticized Ullca for "lax loan practices" and "sloppy loan management." At Synthetic Fuels Corp., Mr. Thompson succeeded Victor A. Schroeder, who resigned last fall amid charges of conflict of interest.

Edward E. Noble, chairman of Synthetic Fuels Corp., said the board decided Thursday to examine the allegations against Mr. Thompson but took no other action.

The awards were made to projects in Maine, Colorado, Kentucky, Texas, California and Louisiana. The aid is in the form of price guarantees or price guarantees combined with loan guarantees.

By next spring, the corporation expects to commit \$14.77 billion, virtually all the money Congress has authorized for synthetic fuels. It is to submit to Congress a report making proposals for its future role by June 30.

The biggest of Thursday's six projects is the Unocal Corp.'s Parachute Creek shale-oil plant in western Colorado, which is to receive a price guarantee of up to \$2.7 billion. The guarantee could rise as high as \$67 a barrel, more than twice the current official world price of oil at \$39.

The Dow Syngas project, a Dow Chemical Co. venture to convert coal to gas in Louisiana, is to get \$620 million. The Kentucky Tar Sand project is to get \$543 million. The Forest Hill Heavy Oil project in Texas is to get \$60 million. The HOP Kern River Commercial Development project in California is to get \$100 million and the Northern Peat Energy project in Maine is to get \$365 million.

Corporation officials said that even if all the projects should fail, the government's costs would amount to only \$2 billion before 1990.

Computer Work Set for China

Reuters

HONG KONG — Chinese-controlled Ever Bright Industries Co. and Burroughs Corp. of the United States plan to set up a joint venture to make minicomputers in Hong Kong and China, Ever Bright's chairman, Wang Guangying, said Friday.

He said costs are still being worked out but the venture would be completed by June.

He said the companies plan to set up a factory in Hong Kong to produce the B-25 type minicomputer and another plant in China to produce the 20 type minicomputer. The 20 is a 16-bit minicomputer that was first introduced to Hong Kong in late 1983.

Mellon Seeks to Open 15 Offices Across U.S.

By Gary Klotz

New York Times Service

NEW YORK — Mellon National Corp., the large Pittsburgh-based bank-holding company, said that it plans to seek government approval to set up 15 consumer-banking offices across the United States, amid mounting concern about the expansion of banking across state lines.

Mellon said Thursday that it was basing its applications on a ruling by the Federal Reserve two weeks ago giving a New York bank permission to set up a deposit-taking banking operation in Florida. Federal statutes generally prohibit such interstate operations.

Analysts and government officials said many other banks would follow Mellon's lead in trying to take advantage of both the Fed's

ruling and a related move by the Comptroller of the Currency. The comptroller's office last Sunday ended a yearlong moratorium on applications.

Bankers have complained that while they have been barred from expanding across state lines, companies from outside the industry have been skirting traditional restrictions by setting up operations — so-called nonbank banks — that do not fall under the technical definition of a bank.

Treasury Secretary Donald T. Regan, warning that "an increasing number of organizations will attempt to avail themselves of the opportunity to establish a nonbank bank to the coming months," Thursday urged action by Congress to settle the issue.

About 40 members of Congress have signed a letter to the com-

troller's office urging an extension of its moratorium.

The recent Fed ruling gave U.S. Trust Corp. of New York permission to set up a subsidiary to accept consumer deposits and make consumer loans in Florida; the operation will not, however, make commercial loans, one of a bank's functions, as defined by statute.

Mellon's application said the subsidiary offices would accept deposits, make consumer and mortgage loans, and provide trust and investment and other advisory services, but not make commercial loans.

The Mellon offices would be in New York, Washington, Chicago, Los Angeles, Baltimore, Boston, Cleveland, Dallas, Denver, Miami, New Orleans, Atlanta, Phoenix, Arizona, Seattle and Springfield, Virginia.

COMPANY NOTES

Advanced Micro Devices Inc. said that earnings for the year ended March 25 soared 239 percent to \$71.1 million on a 63-percent sales increase to \$383.3 million.

The company said it expects the current fiscal year to be "great." It added that "we are running one full quarter ahead of our \$900-million sales target" for the current fiscal year.

Cheung Kong Holdings Ltd. of Hong Kong reported that consolidated profit after taxes but before extraordinary items fell 22 percent to \$52.4 million. Cheung Kong (Kong) said it was a property developer and toy maker.

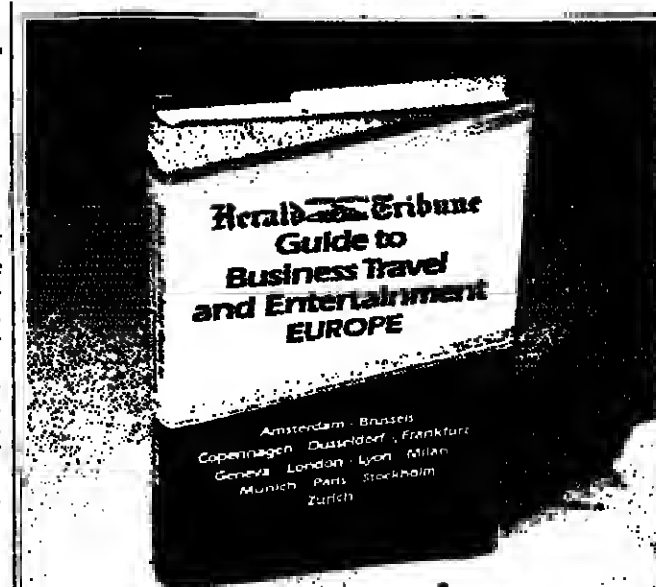
Ford Motor Co. of Australia, a unit of Ford Motor Co. of the United States, said that 1983 profit rose nearly 10 percent from a year earlier to a record 72.8 million Australian dollars (\$68.3 million). Sales rose 6.2 percent to \$1.37 billion dollars.

Hitachi Ltd. said it plans to build a second factory in the United States to boost production of semiconductor chips. The company now makes 1.2 million 64K dynamic random-access memory chips a month at a plant in Dallas. It did not say where the new plant would be located.

Bechtel, the French state-owned aluminum company, is acquiring half of the 65-percent stake held by Société Nationale Elf Aquitaine in a carbon-fiber venture with Toray Industries Inc. of Japan.

Sony Corp. said it agreed with Apple Computer Inc. to share Apple's research on hard-disk technology. Sony said the research would enable it to expand its product line on computer peripheral devices for the original-equipment market.

Wang Laboratories Inc. said it is introducing a 32-bit super-mini-computer to be called the VS300.



The Trib's new guide for business travel brims with valuable information

There's never been a guide quite like it. Thirteen European business cities, analysed in detail according to a business traveler's wants and needs. It's the key to turning that ordinary business trip into a more pleasant, more efficient journey.

Seven subdivisions under each city include: 1. Basic city overview with vital information. 2. Hotels, with emphasis on business services. 3. Restaurants, for on and off-duty pleasure. 4. After hours suggestions. 5. Diversions, from grand opera to jogging. 6. Shopping. 7. Weekending ideas.

Trib business readers all across Europe shared their most treasured travel secrets with journalist Peter Graham. The result: a book for business travelers with contributions from business travelers. Over 200 pages, this hardcover edition is available directly from the Trib. A great gift idea for colleagues, business contacts, or yourself. Order today.

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PARIS

On April 12, the International Herald Tribune will carry a special report on Paris — a portrait of the city as a vibrant center for the arts and humanities, a luxury-class leisure center, drawing on the richness of its cultural attractions and its distinctive quality of life.

This year's report will focus on what is new and different in the visual arts — from antiquities to the 20th century. It will view

the Opera, the galleries and small museums, the changing architecture of Paris; explore the world's finest cuisine in a special and expert way; and offer a look at some of the "best of the best" boutiques. For travelers and business people, a luxury guide to hotels. A look at what Parisians are wearing. It will also delve beneath the surface to find out what makes Paris — and the Parisians — special.

Don't miss the IHT on Thursday, April 12

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Prize Schedule
75 Lottery
May 12, 1984
to
Nov. 3, 1984

- Increase of prize money more than 37 million
- Increase of winning chances by 50,000
- A must to play

1. Class	2. Class	3. Class	4. Class	5. Class	6. Class
May 12, 1984	June 12, 1984	July 12, 1984	Aug 12, 1984	Sep 12, 1984	Oct 12, 1984
4x 250,000 DM	4x 250,000 DM	4x 500,000 DM	4x 500,000 DM	4x 750,000 DM	4x 1,000,000 DM
4x 25,000 DM	4x 25,000 DM	4x 50,000 DM	4x 50,000 DM	4x 50,000 DM	4x 50,000 DM
32x 10,000 DM	32x 10,000 DM	32x 10,000 DM	32x 10,000 DM	32x 10,000 DM	32x 10,000 DM
40x 5,000 DM	40x 5,000 DM	40x 5,000 DM	40x 5,000 DM	40x 5,000 DM	40x 5,000 DM
240x 1,000 DM	240x 1,000 DM	240x 1,000 DM	240x 1,000 DM	240x 1,000 DM	240x 1,000 DM
2400x 500 DM	2400x 500 DM	2400x 500 DM	2400x 500 DM	2400x 500 DM	2400x 500 DM
12000x 240 DM	12000x 240 DM	12000x 240 DM	12000x 240 DM	12000x 240 DM	12000x 240 DM
18000x 120 DM	18000x 120 DM	18000x 120 DM	18000x 120 DM	18000x 120 DM	18000x 120 DM
32728x 5,140,000 DM	32728x 10,280,000 DM	32728x 18,520,000 DM	32728x 23,420,000 DM	32728x 35,960,000 DM	32728x 127,180,000 DM

600,000 ticket numbers in the game

291,650 ticket numbers are drawn

Over 225 Million DM in prize money

Almost every 2. number is a winner

These are the figures. Where else are the chances this good? They are almost 1 in 2. Being a state lottery, the Sueddeutsche Klassenlotterie (South German State Lottery) can offer these extraordinary odds with large prize money. That is why its participants come from all corners of the globe. Join the group. Within each lottery, almost half the ticket numbers are drawn for prize money.

Look at the facts:

The lottery runs over a period of 26 weeks with each class covering 4 resp. 6 drawings. Besides the Jackpots, as shown above, the middle-class prizes ranging from DM 5,000 to DM 80,000 have increased by almost 40%. Of course not to mention the numerous amount of smaller prizes.

The drawings are publicly held in Munich, West Germany, and are supervised by state auditors. The German government guarantees all prizes and is responsible for the orderly conduct of the lottery.

Anonymity is guaranteed. If you win, no one but you will ever find out about your winnings; that is, unless you tell them. It's as though you'd have a numbered account at a Swiss bank!

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- Fill in the coupon below with the number of tickets desired and your complete mailing address.
- PLEASE INCLUDE PAYMENT WITH YOUR ORDER. Payment may also be made upon receipt of our invoice. Personal

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For all classes of the Sueddeutsche Klassenlotterie, Starting May 12, through November 3, 1984

Please fill in number of tickets you want to order.

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1/1 ticket	747.00	292.95	196.60
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1/4 ticket	207.00	81.20	54.50

Prices cover all 6 classes and include airmail postage and winning list charges. No additional charges.

* US \$ and £ prices are subject to rate of exchange.

VALID ONLY WHERE LEGAL

checks, travellers checks, bank transfers or cash sent (at your own risk) via registered mail can be accepted. Payment must be made in DM, US\$, £ Sterling, Swiss Francs or any other currency convertible in West Germany.

● Within days you will receive your ticket, an invoice or statement of account, and the official drawing schedule with rules and regulations.

● After each class, the official winning list together with your ticket for the next class will be sent to you by airmail.

● If your ticket is drawn you will immediately be sent a winning notification, since it is our business and obligation to check all drawn numbers.

● You may determine how your winnings are paid out. Transfer will be made anywhere in the world within one week either by check or according to your instructions. Of course, jackpot winners may personally collect their prize money in cash.

● If you are already one of our customers, your ticket for the next lottery will be mailed to you automatically.

● You can be sure you'll receive rapid, honest, confidential service. If you like the odds, try your luck. Order today.

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1x 1 ticket 1x 2 tickets 1x 3 tickets 1x 4 tickets

1x 5 tickets 1x 6 tickets 1x 7 tickets 1x 8 tickets

1x 9 tickets 1x 10 tickets 1x 11 tickets 1x 12 tickets

1x 13 tickets 1x 14 tickets 1x 15 tickets 1x 16 tickets

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1x 97 tickets 1x 98 tickets 1x 99 tickets 1x 100 tickets

N.Y. Lawyer Investigated In Leaks

By Alex S. Jones

NEW YORK — A Manhattan lawyer bought stocks and options in at least six companies shortly before The Wall Street Journal published articles on them, an independent source has confirmed.

The lawyer, David W.C. Clark, is said to be under investigation by the Securities and Exchange Commission for improperly using advance information about Journal articles.

R. Foster Winans, whom The Journal dismissed as a reporter last week, has told the SEC that he periodically made information available to outsiders regarding articles that were soon to appear, according to the newspaper.

Mr. Clark's transactions were handled by Bear, Stearns & Co., according to The Journal, which reported that three of the transactions led to profits of about \$100,000.

The Journal reported that Mr. Clark invested in Radiation Technology Inc., Quotron Systems Inc., Chicago Milwaukee Corp., Home Inc., Rohn Corp. and G.D. Searle & Co. The extent of Mr. Clark's other trading is not known.

He began trading at Bear, Stearns late in 1983 after being asked by another firm, Kidder, Peabody & Co., to take certain trading elsewhere. Kidder, Peabody had noticed an apparent pattern between Mr. Clark's trades and "Heard on the Street" columns.

Mr. Clark was not available for comment, his attorney said. According to previous Journal reports, Mr. Clark has stated that he did not talk with Mr. Winans, and that he often sought rumors from professionals, whom he has never identified publicly, to guide his stock purchases.

According to a securities lawyer who asked not to be identified, criminal charges for securities fraud could be brought only if there was a conspiracy involving both the providers of the information and the person who acted on it.

Based on recent court rulings, however, Mr. Winans could be charged with theft of corporate property.

Despite Skepticism, Investment Columns Are a Market Force

By Michael Blumstein

NEW YORK — Members of the financial community say that they always take a somewhat skeptical view of investment columns, but their wide following among the public makes such columns an important market force.

Attention was focused on such columns last week, when The Wall Street Journal reported that one of its reporters, R. Foster Winans, had admitted to the Securities and Exchange Commission that he periodically provided information to outsiders about forthcoming "Heard on the Street" columns. These columns discuss the stock prospects for a company or industry, and can move stock prices sharply, if only temporarily.

Other columns with an impact on the market are Alan Abelson's front-page column in *Barrow's*, the financial weekly published by The Journal's owner, Dow Jones & Co.; Dan Dorfman's syndicated column, and Vartan G. Vartan's "Market Place" column in The New York Times. Louis Rukeyser's Friday evening television program, "Wall Street Week," plays a similar role.

People with advance knowledge of the contents of a column or program could buy or sell the affected stock before publication or broad-

cast, and profit or avoid loss when the stock moved.

Despite the breach of security at The Journal, professional investors say the "Heard on the Street" column will keep its loyal readers.

"There's always a hunger for information," said Alan Towers, who does public relations for several financial-services companies. "People are still willing to believe that somebody knows something they don't, and they'll take a chance because the information they get is valuable often enough."

Raymond F. DeVoe Jr., market strategist at Legg Mason Wood Walker Inc., said, "What Winans was writing about was generally considered to be accurate." He added, "It's just that people were trying to capitalize on his reportage."

On Wall Street, several market players said that they always assumed that the "Heard on the Street" column contained a certain amount of market gossip.

"Any professional on Wall Street who reads that column and any other story reads it for curiosity, and then they would want to check it out themselves," Mr. DeVoe said.

The security breach at The Journal has raised questions on Wall Street about the reputation of the press among the general public.

James Balog, senior executive vice president of Drexel Burnham Lambert Inc., said, "It's another piece of the whole puzzle, the decay of the confidence that people have in the whole journalistic profession, and I think it's tragic that it happened."

But James S. Chanos, an analyst with Atlantic Capital Corp., said The Journal's extensive investigation of the incident should help the newspaper to keep its credibility.

Stephen S. Weissglass, president of Ladenburg, Thalmann & Co., a brokerage firm, said, "It doesn't hurt my perception of the 'Heard on the Street' column because I think it was just an isolated individual, and I do not think it was the norm at The Wall Street Journal."

Leland B. Paton, executive vice president and head of the equity group at Prudential-Bache Securities Inc., said, "I'm surprised there hasn't been more of it. The frequency of incidents is quite low in comparison to the volume of articles that are put out in the financial press."

The argument that some improper behavior is unfortunate but inevitable given the money at stake is often heard on Wall Street when there are reports of impropriety.

Last October, for example, a manager in the stock-dividend department of Prudential-Bache was arrested and charged, along with three other men, in connection with

U.S. Export Fighters Are Not Selling

(Continued from Page 11)

Air Force's F-16, but has an older engine and fewer electronic refinements than the two models of standard F-16s.

For Northrop and General Dynamics, a pro-FX effort by the administration could produce a lot of business. "What is really at stake is a competition among the aerospace companies for a market of at least \$30 billion, but maybe much more, in the next few years," said a government official, who asked not to be identified.

The breakdown of the FX policy has been more frustrating for Northrop than for other aircraft companies, because it has all but eliminated its foreign sales.

General Dynamics, on the other hand, has sold F-16s to Pakistan, Venezuela, South Korea and Turkey. And McDonnell Douglas has sold its new Navy fighter, the F-18, to Spain, Canada and Australia, and previously sold 52 of its F-15s to Saudi Arabia.

The small island nation of Singapore recently expressed an intent to buy eight F-16/77s, but officials said that if Washington ultimately agreed to sell Thailand and the Philippines the regular F-16s, which they are requesting, Singapore would probably ask for the same treatment.

Northrop's inability to sell any F-20s does not appear to be related to any shortcomings in the combat capability of the aircraft. In fact, the administration refused permission for its sale in two potentially lucrative markets, Taiwan and India, on the ground that it was too good.

Its high performance was believed unacceptable to the Chinese Communist government for sale to Taiwan, and the Air Force refuses to permit the F-20s advanced combat electronics to go to India, where there are "too many Russians."

Both government officials and Northrop executives agree that a major problem inhibiting purchase of the F-20 is that foreign leaders conclude that because the Air Force has no plans to buy any F-

20s it must not be as good as inventory airplanes.

Brigadier General Thomas Baker, the Air Force FX program manager, told the committee that the Air Force did not plan to buy the F-20 in part because it was not designed to have exceptionally long range and thus did not meet Air Force requirements for "worldwide commitments."

Thomas V. Jones, the chairman of Northrop, said that less developed countries, on the other hand, did not need long-range fighter planes because "their enemies are so near."

Northrop argues that the F-20 has a faster "scramble," or takeoff time, than other fighters, and generates more daily flights because of its reliability and ease of maintenance. General Baker testified that "we find the Northrop numbers very reasonable" on such factors.

Despite General Baker's brief explanation, another Pentagon official, who did not want to be identified, said that both the Air Force and the Navy had preferred to promote sales of their own fighters to "amortize costs and to keep production lines open."

Market Watches Politicking

(Continued from Page 11)

chairman of the Federal Reserve Board, will probably be hanging tough on monetary policy. The implications for interest rates are not rosy.

Furthermore, the deficit-reduction compromise will be front-loaded, with only modest spending reductions or revenue increases likely in 1985.

Ways to Make Three to Four Times Equity

IOG Experts Have Been Preparing To Do It Again

Just in the realm of gold exploration and extraction there were nine IOG recommendations that had been recommended during repeated confirmations of a mid-'82 advice to buy the key money metal of \$300 per oz. Names of these recommendations were Campbell Red Lake, Davidson Tisdale, Giant Yellowknife, Golden Sceptre, Goliath, Homestake, International Corona, Midwestern and Score Resources.

Along the way there were high technology recommendations and fund purchases which have been similarly. Advanced Micro Devices, Apple Computers, Data General, OCA, Intel, Micrograph, Intel and Wang Labs were among '82 purchases that multiplied three to five times over before the new bull market poured in. Now IOG technicians say these are short-term second-stage advances that often will multiply prices again with some important additions to the trend due to become evident. Lower-priced specialists in emerging technologies now growing as rapidly as 400 percent annually are seen preparing for eruptions and are being covered more frequently in IOG reports along with long-depressed New York energy issues and newer gold developers that are expected to get caught up in a reflationary drive that Wall Street was overlooking completely during the "hard assets" panic of last winter. To some extent, the rise in the right industries and stocks for the next multiple-gains movement, start reading IOG Growth reports with our commitments. Telephone, telex or return the coupon.

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Décision de la société de gestion Avienne Gestion du fonds commun de placement luxembourgeois

ARIANE

en date du 15 mars 1983

Il sera payé sur le résultat net de l'exercice 1983 un dividende de L.S. \$10,- par part. Ce dividende sera payé à partir du 2 mai 1984, contre remise du coupon n° 1 des certificats au porteur à la Banque Privée S.A., succursale de Luxembourg, 20, Boulevard Emmanuel Servais.

La part sera cotée en Bourse de Luxembourg et coupon à partir de cette date.

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Messieurs les actionnaires sont priés d'assister à l'ASSEMBLÉE GÉNÉRALE ORDINAIRE

- des Actionnaires qui se tiendra le 24 avril 1984 à 15 heures, 30, en l'hôtel de la Banque Internationale à Luxembourg, 2, boulevard Royal.
- ORDRE DU JOUR**
1. Rapports du Conseil d'Administration et du Commissaire;
 2. Approbation du bilan et du compte de profits et pertes au 31 décembre 1983, affectation des résultats;
 3. Décharge à donner au Conseil d'Administration et au Commissaire;
 4. Ratification de la cooptation de trois administrateurs;
 5. Nominations statutaires.

Tout actionnaire désirant être présent ou représenté à l'Assemblée Générale devra en aviser la société et déposer ses actions au moins cinq jours francs avant l'Assemblée aux guichets des Banques suivantes:

BANQUE INTERNATIONALE A LUXEMBOURG	BANCO DI SANTO SPIRITO Roma
ANCA C. STEINHAUSLIN & CO Firenze	CREDITO ARTIGIANO Milano
BANCA SAN PAOLO Firenze	CREDITO VARESENO Varese
BRESCIA Brescia	BANCA DI VALLE CAMONICA Brescia (Brescia)
BANCA TOSCANA Firenze	

Les conditions de vote seront celles définies dans les articles 67 et 71 de la loi du 24 avril 1983, modifiant la loi du 10 août 1915 relative aux sociétés commerciales.

Le Conseil d'Administration.

INTERNATIONAL POSITIONS

MANAGING DIRECTOR

Rapid growth and expansion of our major business sector has underscored our need for a **MANAGING DIRECTOR**.

The ideal candidate will be aged 35-47, a university graduate (preferably M.B.A.), manager who has attained P and I responsibility, prior experience in the Middle East is a must, catering or engineering background would be a plus as well as knowledge of the Arabic language.

The position is for a full time role, with a view to long term development. A most attractive remuneration package will be offered in line with the status of the position. As such a salary of \$50,000 would have been offered sufficient background for the position.

Qualified candidates should send their resume and salary history to:

The President,
P.O. Box 3916, Abu Dhabi, United Arab Emirates.

When two weeks from the date of publication of this advertisement.

INDIAN INVESTMENT CENTRE

(An undertaking of Government of India)

requires

INDUSTRIAL CONSULTANT

The consultant would assist the Resident Director to promote the establishment in India and third countries of joint ventures, licensing arrangements and other collaborations between Indian and European companies; identify and help collaboration partners on both sides; arrange investment promotion programs; etc...

He should have: educational qualification at University or equivalent level, preferably in Engineering, Industrial or Business Management or Economics; good experience and knowledge of industry in Europe and good working knowledge of English. Should be national of an EEC member state. Acquaintance with investment conditions in India and knowledge of German and French languages desirable.

Initially the position will be for one year with the possibility of extension for one more year. Salary offered will be commensurate with qualifications and experience.

Please apply within 15 days in English giving complete curriculum vitae including particulars of age, qualification, experience, references, expected salary, etc., and a photo to:

Mr. Vinod D Hall,
Resident Director,
Indian Investment Centre,
Wilhelm-Leuschner Str. 93,
D-6000 Frankfurt/M.

Gold Options (prices in \$/oz.)

Year	May	Aug	Nov
30	182.00	172.00	162.00
60	175.00	165.00	155.00
90	170.00	160.00	150.00
120	165.00	155.00	145.00

Gold: 370.00/100
Values: Swiss Gold S.A.
1, Quai de Mont-Blanc
1211 Geneva 1, Switzerland
Tel. 31 02 31 - Telex 28 385

Chief Executive - Overseas (Designate)

Due to impending retirement, our client, a UK public company, wishes to appoint a Chief Executive (Designate) of its overseas operating group, which is a substantial part of its worldwide activities. Of this company's total budgeted turnover of £200m., 50 per cent is earned overseas. The person appointed would report directly to the company's Chairman and Chief Executive.

Our client's declared policy is two-fold: to improve the profitability of its existing interests and to expand, particularly in North America, by acquisition and organic growth.

Applicants must be experienced retailers, ideally of clothing or footwear. Commercial exposure in North America or Europe is important and relevant qualifications in business and/or financial disciplines are essential. It is unlikely that anyone under the age of 35 will have the required depth of experience.

The remuneration package will be attractive and is negotiable. Location is in the East Midlands, but considerable overseas travel will be expected.

Please write - or telephone - in confidence - to Lionel Koppen ret. ES.110/CD.

This appointment is open to men and women.

MSL EXECUTIVE SEARCH LIMITED
International Management Consultants
52 Grosvenor Gardens London SW1W 0AW
Tel: 01-730 0255

CLASSIFIED INFORMATION

Have you looked at the bottom-half of this paper's back page today? What you find there is Classified. Small space ads. Small cost ads. Yet each insertion reaches more than a third of a million influential and affluent Trib readers in 164 countries around the world.

Whatever the advertising category, more and more individuals and companies are turning to the International Herald Tribune as a highly effective newspaper for placing Classified for qualified respondents.

The maximum advertising cost is only \$9.10 per line. Usually, it's much less. For example, \$6.80 per line if your ad runs 4 consecutive days. If what you are trying to sell or promote is listed below, we have some Classified information for you.

- | | |
|---------------------|-----------------------|
| Air Couriers | Exports |
| Air Freight | Financial Investments |
| America Calling | For Sale and Wanted |
| Animals | General Positions |
| Announcement | Available |
| Antiques | General Positions |
| Antique Fairs | Wanted |
| Apartment | Health Services |
| Exchanges | Holidays and Travel |
| Art | House Exchanges |
| Automobiles | Hotels |
| Auto Rentals | Imports |
| Auto Shipping | Industrial Premises |
| Autos Tax Free | Legal Notices |
| Aviation | Legal Services |
| Baggage Shipping | Low Cost Flights |
| Births | Money Management |
| Boats | Moving |
| Books | Nightclubs |
| Business | Offices for Rent |
| Opportunities | Offices for Sale |
| Business Services | Office Services |
| Camps | Offices Wanted |
| Catering | Pen Pals |
| Chauffeur Services | Personals |
| Christmas Gifts | Precious Stones |
| Churches | Real Estate to Rent |
| Coins | Real Estate for |
| Collectors | Time Sharing |
| Colleges | Real Estate for Sale |
| Commercial Premises | Religious Services |
| Cooking Schools | Restaurants |
| Dredging | Schools |
| Diamonds | Scriptures |
| Domestic Positions | Secretarial Positions |
| Available | Available |
| Domestic Positions | Secretarial Positions |
| Wanted | Wanted |
| Education Positions | Services |
| Available | Shopping |
| Education Positions | Stamps |
| Wanted | Tax Free Shops |
| Employment | Trucks |
| Escorts and Guides | Universities |
| Executive Positions | Vehicles |
| Available | Video Cassettes |
| Executive Positions | Wines and Spirits |
| Wanted | |

In addition to the Classified ad columns on the Trib's last page, Classified space also runs in a number of regular advertising sections within the paper which appear on various days of the week: Wednesdays - Business Opportunities; Thursdays - Executive Positions; Fridays - Real Estate, Holidays & Travel and Weekend Activities; Saturdays - Executive Positions, Schools and Universities, Art Galleries and Auction Sales.

For more information on placing your message in a Classified section of the International Herald Tribune, contact your nearest IHT advertising sales office.

Herald Tribune
Published With The New York Times and The Washington Post

SPORTS

Abdul-Jabbar Sets NBA Mark by Scoring His 31,421st Point

By Our Staff From Dispatches
LAS VEGAS—After nearly 15 seasons, Kareem Abdul-Jabbar Thursday night achieved a most important feat of his career in a fitting manner. With a 12-sky hook fired over a helpless defender from the right baseline, Los Angeles Lakers center became a professional basketball's career scorer.

He came, coming with 8 minutes and 53 seconds to play against Utah Jazz at the Thomas and M. Arena, game Abdul-Jabbar points in the game and 31,421 in his career, eclipsing the mark set by Wilt Chamberlain, who scored from the Lakers after the '73 season.

Chamberlain's record-breaking shot was over the Jazz center Mark Olmstead and guard Rick Green, a double-teamed Abdul-Jabbar. After contemplating a pass to play, the 7-foot-2 (2.18-m) Abdul-Jabbar turned and fully launched a sample of the Bill Russell has called "the beautiful thing in sports" ball went through cleanly.

The Lakers won, 129-115, before 39 fans. The crowd was the best for the Jazz since the team moved west from New Orleans for 1979-80 season.

Career Scoring

Kareem Abdul-Jabbar

	G	Pts.	Avg.
1 Milwaukee	62	2381	28.8
2 Philadelphia	62	2296	37.2
3 Philadelphia	62	2296	37.2
4 Philadelphia	62	2296	37.2
5 Philadelphia	62	2296	37.2
6 Philadelphia	62	2296	37.2
7 Philadelphia	62	2296	37.2
8 Philadelphia	62	2296	37.2
9 Philadelphia	62	2296	37.2
10 Philadelphia	62	2296	37.2

Wilt Chamberlain

	G	Pts.	Avg.
1 Philadelphia	72	3707	37.2
2 Philadelphia	72	3707	37.2
3 Philadelphia	72	3707	37.2
4 Philadelphia	72	3707	37.2
5 Philadelphia	72	3707	37.2
6 Philadelphia	72	3707	37.2
7 Philadelphia	72	3707	37.2
8 Philadelphia	72	3707	37.2
9 Philadelphia	72	3707	37.2
10 Philadelphia	72	3707	37.2

The Associated Press

SAN DIEGO—Steve Garvey, two-run home run in the third and singled in two more during a five-run fourth to the San Diego Padres to an 8-4 victory over the Pittsburgh Pirates Thursday.

BASEBALL ROUNDUP

Garvey led the Padres to a 5-0 victory over the Pirates in the third. Garvey cut

Dodgers 5, Cards 2

Los Angeles, Mike Marshall, three-run home run with one in the 12th to lift the Dodgers 5-2 victory over St. Louis.

Cubs 11, Giants 4

San Francisco, Ryne Sandberg, four runs in two and a homer as Chicago tied up a 10-1 lead through the innings and coasted to an 11-4 p over the Giants.

Royals 15, Yankees 4

Kansas City, Missouri, Frank Thomas, three-run home run and a homer as the Royals won every Kansas City starter at least once as the Royals beat New York, 15-4. Kansas

th, Wood Lead U.S. Golf

United Press International
RENSBORO, North Carolina—Andy North and Willie Adair Thursday shot under-par 69 to lead the first round of the Greensboro golf tournament. At 69 were

Major League Standings

AMERICAN LEAGUE
W L Pct. GB

1 Detroit 45 31 .592 12
2 New York Yankees 41 35 .539 14
3 Toronto 34 44 .438 24
4 Baltimore Orioles 34 44 .438 24
5 Kansas City Royals 34 44 .438 24
6 Oakland Athletics 34 44 .438 24
7 Cleveland Indians 34 44 .438 24
8 Minnesota Twins 34 44 .438 24
9 Chicago White Sox 34 44 .438 24
10 Texas Rangers 34 44 .438 24

NBA Standings

EASTERN CONFERENCE
W L Pct. GB

1 Boston Celtics 45 31 .592 12
2 New York Knicks 41 35 .539 14
3 Philadelphia 76ers 34 44 .438 24
4 Milwaukee Bucks 34 44 .438 24
5 Detroit Pistons 34 44 .438 24
6 Cleveland Cavaliers 34 44 .438 24
7 Washington Wizards 34 44 .438 24
8 Chicago Bulls 34 44 .438 24
9 Indiana Pacers 34 44 .438 24
10 New Jersey Nets 34 44 .438 24

Transition

FOOTBALL
NATIONAL FOOTBALL LEAGUE
W L Pct. GB

1 Dallas Cowboys 45 31 .592 12
2 San Francisco 49ers 41 35 .539 14
3 Pittsburgh Steelers 34 44 .438 24
4 New England Patriots 34 44 .438 24
5 Los Angeles Raiders 34 44 .438 24
6 Miami Dolphins 34 44 .438 24
7 Baltimore Colts 34 44 .438 24
8 New York Jets 34 44 .438 24
9 Kansas City Chiefs 34 44 .438 24
10 Houston Oilers 34 44 .438 24

S. Africa Runner Gets U.K. Passport

United Press International
LONDON—South African middle distance runner Zola Budd was granted British citizenship Friday, making her eligible to compete in Britain's Olympic trials.

Blue Jays 13, Mariners 5

In Seattle, Lloyd Moseby drove in three runs and George Bell and Dave Collins had three hits apiece in an 18-inning Toronto attack that blew out the Mariners, 13-5.

Tigers 7, Twins 3

In Minneapolis, Kirk Gibson hit a three-run home run and Alan Trammell homered, tripling and singled twice to lead Detroit's 7-3 triumph over Minnesota.

Major League Standings

AMERICAN LEAGUE
W L Pct. GB

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6 Oakland Athletics 34 44 .438 24
7 Cleveland Indians 34 44 .438 24
8 Minnesota Twins 34 44 .438 24
9 Chicago White Sox 34 44 .438 24
10 Texas Rangers 34 44 .438 24

But it's not just size. When I got out of college, there were 60 seniors who were 7 feet tall. But you haven't heard much from them, have you? You have to be dedicated, that and more."

"It's kind of hard not to have a sense of history about this night," he said after the game. Agin speaking of Chamberlain, he said: "Whatever I did tonight, I could never eclipse him totally."

Abdul-Jabbar was greeted with a 45-second standing ovation by the crowd. After responding with a double thumbs-up sign and a smile, he opened the game with a surge. He hit each of his first four shots (three dunks and a fadeaway 14-footer) and scored 12 in the first period.

Every time he touched the ball, the crowd boomed with anticipation. But he was his characteristic self, often passing up a forced shot against the double-team and hitting the open man. He finished the half with a thunderous dunk with 5 seconds left that gave him 16 points.

Abdul-Jabbar began to tease the crowd in the middle of the third period. He scored on a 12-foot hook on the baseline with 6:54 remaining. But the next two times he received the ball, prompting a rising din from the crowd, he passed off for assists.

That the record was attained here in a city that will be host to only 11 NBA games this season, is perhaps not as ironic as one might think. Chamberlain had his 100-point game in Hershey, Pennsylvania, in 1962 and hauled in his 20,000th rebound in Omaha, Nebraska.

At Thursday's game was broadcaster Eddie Doucette, who originated the term "sky hook." Doucette said he got his inspiration for the term during Abdul-Jabbar's second season. Doucette was then broadcasting Milwaukee Bucks games, and Abdul-Jabbar was the Milwaukee center.

"I had developed a lexicon of basketball terminology in an effort to stimulate interest," he said. "I'd been watching him, and one night it just hit me. It's so different than anybody else's hook. It's not a flat hook, a baby hook, a half-hook or a jump hook. It's a pure hook. And it does come out of the sky."

Abdul-Jabbar could have saved

the record-breaking points for Friday's home game in Inglewood, California. When he tied Chamberlain, the Lakers had a 110-93 lead. Coach Pat Riley gave Abdul-Jabbar the option of watching the rest of the game from the bench.

"I called him over and asked him, 'Well, is it tonight or tomorrow?'" Riley said. "And he said, 'Let's do it.'"

So he did.

Relay gave Abdul-Jabbar the rest

of the night off; anticlimactic as it was, the game had to go on. With the Jazz having concentrated on Abdul-Jabbar, the Lakers were 65.9 percent from the floor overall and eased home. "I can't remember the last time a team has done that well shooting the ball in my nine years of coaching," said Frank Layden, the losing coach.

In other words, a forgettable game—and one that never will be forgotten.

(NYT, L47)

Abdul-Jabbar executing the sky hook.

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All-time points leader Abdul-Jabbar executing the sky hook.

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Abdul-Jabbar executing the sky hook.

Canadiens Extend Lead Over Bruins; Rangers Blank Islanders to Pull Even

Compiled by Our Staff From Dispatches

BOSTON — Mario Tremblay and Mats Naslund scored first-period goals and rookie Steve Penney made them stand up with brilliant goalkeeping as the Montreal Canadiens edged the Boston Bruins, 3-1, Thursday night to take a 2-0 lead in their National Hockey League semifinal playoff series.

The Canadiens, first-round playoff losers for the last three seasons, can wrap up the best-of-five Adams Division semifinal on home ice in Saturday's Game 3.

Meanwhile, Reijo Ruotsalainen and Peter Sundstrom scored power-play goals behind Glen Hanlon's

first-ever playoff shutout as the New York Rangers squared their Patrick Division series at a game apiece by upsetting the New York Islanders.

Montreal finished fourth in the division, 29 points behind first-place Boston, but for the second straight night upset the Bruins behind Penney, who stopped 26 of 27 shots. Tremblay got his first playoff goal 16 seconds into the game. Bob Gainey shot the puck off the backboard; Tremblay picked it up in the right circle and beat goalie Pete Peeters from a difficult angle.

The Canadiens went ahead, 3-0, at 10:39 of the period on a power-play goal by Naslund after Peeters made a quick save on Chris Chelios' 50-foot slapshot. Peeters swiped at the rebound but missed, and Naslund poked it in from the right side.

Tom Fergus, who got the Bruins' only goal in the series opener, made it 2-1 on a power-play goal with nine seconds left in the first period. Penney stopped Ray Bourque's slapshot from the left but the puck came out to Fergus, who beat Penney with a short backhand.

Penney made 13 saves in the third period, repeatedly blunting solid scoring bids. Boston's hopes died when, with 56 to play, Guy Carbonneau skated in alone on Peeters, moved from left to right across the crease and connected on a 10-foot wrist shot.

"I would have been crazy if I thought we would be up 2-0 against Boston, especially in their building," said Montreal's first-year coach, Jacques Lemaire. "During the regular season we came here and got crushed."

"They did a tremendous job,"

said Boston Coach Gerry Cheevers. "They sacrificed everything. They got a lead and just checked us to the ice."

Rangers 3, Islanders 0

In Uniondale, New York, Mark Pavelich's goal at 6:06 of the third period iced a 3-0 Ranger victory that ended Islander playoff winning streaks of six straight and nine in a row at home. Hanlon, whose first NHL shutout came on the last night of the regular season, stopped 45 shots.

Ruotsalainen tallied from the blue line 5:08 into the game and Sundstrom beat goalie Billy Smith with an 18-footer from the slot at 4:02 of the second period. It was the first time since May 8, 1980, in Buffalo, that the Islanders were shut out in Stanley Cup play.

"There is no such thing as a perfect game," said Hanlon. "I'm glad there was no shot clock here. It's hard to believe there were 45 shots."

Nordiques 6, Sabres 2

In Buffalo, New York, Dale Hunter scored two goals and Andre Savard added a short-handed score in spate Quebec to a 6-2 rout of the Sabres and a 2-0 lead in the other Adams Division semifinal. The Nordiques scored on three of six second-period shots in mounting a 5-2 lead.

Capitals 6, Flyers 2

In Landover, Maryland, Craig Laughlin and Dave Christian scored goals 32 seconds apart early in the third period to break a 2-2 tie and give the Capitals a 6-2 victory and 2-0 lead in their Patrick Division series with Philadelphia. Rookies Bryan Erickson and Doug Jarvis had a goal apiece for the winners. Al Jensen played in the Washington net in place of Pat Riggin, out with an injured glove hand.

North Stars 6, Black Hawks 5

In Bloomington, Minnesota, Neal Brown scored the game-winning goal during a three-goal third-period outburst that made the North Stars 6-5 victors and evened their Norris Division series with Chicago. Minnesota's Al MacAdam broke a 3-3 tie with a deflection of Dennis Maruk's shot from the blueline at 5:53 of the final period.

Red Wings 5, Blues 3

In St. Louis, rookie Steve Yzerman's goal midway through the final period broke a 3-3 tie, and Detroit went on to square its Norris

Division series with the Blues with a 5-3 decision. Randy Ladouceur put the Red Wings ahead for the first time in the series with a short-handed goal 4:57 into the third period, giving Detroit a 3-2 advantage.

Flames 4, Canucks 2

In Calgary, Alberta, forwards Jim Peppinski and Mike Eaves scored second-period goals 63 seconds apart in spate the Flames to a 4-2 victory and 2-0 edge in their Smythe Division series with Vancouver. Eaves put the Flames in front to stay with his second goal of the playoffs at 11:09.

Oilers 5, Jets 4

In Edmonton, Alberta, defenseman Randy Gregg tallied from the faceoff circle 21 seconds into overtime to make the Oilers 5-4 winners over Winnipeg and widen their lead to 2-0 in the other Smythe series. Gregg's shot slid between the legs of goaltender Marc Behrend and capped a furious comeback.

Glenn Anderson's goal at 11:12 of the third period brought Edmonton to within 4-3, and Raimo Summanen tied the game at 12:58 to force the overtime. Wayne Gretzky and Dave Semenko scored the earlier goals for Edmonton, while Dale Hawerchuk, Tim Watters, Moe Mantha and Andrew MacBean tallied for Winnipeg. (UPI, AP)

Division SEMIFINALS

Game 1

Washington 4, Philadelphia 2

Montreal 2, Boston 1

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